A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

THE UNIVERSITY
OF MICHIGAN
FEB 27 1964
PERIODICAL
READING ROOM

February 17, 1964

Sweden looks at U.S. business

Business Bulletins *from around the world*

BELGIUM—Construction to begin this year on second Antwerp tunnel under Scheldt River. Initial financing to be provided by municipal and provincial governments, with long-term financing to be absorbed by National Government.

Four Regional Investment Organizations (S.R.I.) planned by National Government to encourage economic decentralization. Both para-statal, private financial institutions to participate in new organizations.

BURMA—Trade mission en route India, Africa to negotiate for purchase of yarn, textiles, rubber goods, foodstuffs.

FRANCE—Gross National Product grew 5% in 1963, against earlier estimates of 4.7%.

Gold and foreign exchange reserves in 1963 rose by $847 million to $4.46 billion, after advance repayments of $281 million against France's foreign debt.

INDIA—Press reports government decision to develop integrated petrochemical complex utilizing naphtha feedstock from public sector oil refinery under construction at Koyali, Gujarat. Reportedly, government soon to begin negotiations with interested foreign companies. Cost of project estimated at $157.5 million, with foreign exchange component of $94.5 million.

ISRAEL—Government concludes agreement with Koor, Ltd., to produce prefabricated houses at Yuval Gad factory, Ashkelon. Factory presently produces concrete pipe for almost-completed National Water Carrier.

LEBANON—Official trade statistics released for 1962 show imports of $350 million, exports of $50.7 million. United Kingdom was leading supplier with 20.4% of market, U.S. followed with 18.4%.

MEXICO—Commercial invoices covering shipments of automobiles assembled outside of Mexico will not be legalized unless accompanied by corresponding import license, according to Mexican Consulate General of New York.

NETHERLANDS—Increase in discount rate from 3½% to 4% announced by Netherlands Bank.

Total imports January-November rose by 11%, exports by 9% over like period 1962. For first 10 months U.S. share of market was 10.4% in 1963, compared with 11.5% in 1962. In same periods exports to U.S. declined to 4.1% of total exports in 1963 from 4.4% in 1962.

PAKISTAN—Government lowers price of fertilizer by 3-4 rupees, restores subsidy on fertilizers to 50% of actual cost from previous rate of 25%. West Pakistan Industrial Development Corp. to assume function from Agricultural Development Corp. of distributing fertilizer at rural markets.

PERU—Government provides for exoneration of businesses, persons from payment of most major taxes, including import, export, and income taxes, for period of ten years. Tax waivers in each case to be conceded by supreme resolution under authorization of Ministries of Finance, Public Works, Agriculture.

SWITZERLAND—Commercial agreement with France which also applies to certain African countries, extended until end of year.

Confectionery manufacturer Lindt & Spruengli borrows 10 million Swiss francs ($2.3 million) on Swiss capital market to finance plant modernization. Other Swiss confectionery firms expected to raise similar loans.

TAIWAN—Government sends survey group to Philippines to develop details of technical assistance program on land reform, agricultural development. Other teams of experts to follow survey group. Philippine Government also to send representatives to Taiwan to study technical, political, social, economic aspects of land reform program.

Machinery Manufacturing Corporation starts production of sugar manufacturing equipment in technical cooperation with Dorr Oliver Company.

TANGANYIKA—Tanganyika Broadcasting Corporation to institute commercial broadcasting, in addition to the current non-commercial service by end of year. Finance will be provided in London.

THAILAND—Government announces $750,000 feasibility survey of raw materials for paper and plywood industry. Four possible paper mill sites to be selected, at least two to be developed into substantial paper mills at earliest opportunity. Production target of 200,000 tons of pulp paper per year by 1975 envisaged.

TUNISIA—New oil refinery at Bizerte, operated by Societe Tuniso-Italienne de Raffinage, has gone into production with annual capacity of 1 million metric tons; but initially will process at the rate of 650,000 tons.

TURKEY—Minneapolis-Moline's Turk Traktor ve Ziraat Makineleri A.S., Ankara, opens new foundry in connection with plant which manufactures, assembles agricultural tractors, equipment. Running one 8-hour shift per day, foundry has capacity of 1,500 tons of castings per year, 1,000 tons of which required by plant. Company will seek contracts to utilize remaining capacity.

UNITED ARAB REPUBLIC—Two new contracts signed for expansion of cement industry. Gute Hoffnungshutte A.G. (West Germany) to expand the annual capacity of National Cement Factory at Tabbin from 400,000 to 600,000 tons. East Germans to construct additional unit at Alexandria Portland Cement Company designed to increase production 200,000 tons per year. Annual cement production in UAR in 1962 was 2.3 million tons.

UNITED KINGDOM—Pork import quota for dollar area set at 25,000 long tons for calendar year 1964 by Board of Trade.

DEPOSITED BY THE
UNITED STATES OF AMERICA

U.S.
Department
of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director,
Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

A traveling display, being featured in a window of each of the branches of "Skandinaviska Banken" is currently making the rounds in Sweden, inviting trade with the U.S. Conceived by the American Consul at Göteborg, whose only outside window is on the third floor, it was set up in the bank's main street window and proved such an attraction, it was put "on the road" by the bank's management. Passerbys are urged to seek further information on trade opportunities in the U.S. from the Consulate General or the bank's foreign staff.

International Commerce

Published by Bureau of International Commerce

February 17, 1964 — Volume 70, Number 7

In this issue

24 pages of specific trade and investment opportunities

See pages 16-39

FEATURES

2 Sales, marketing heads map export strategy
3 Everything marine wanted in Europe, says export manager
4 Neil Hurley's column
5 Small Austrian market is target of many exporters
7 Now's the time to develop sales in Iran
9 U.S. exporters get bigger slice of Pakistan's imports
10 First 'E' Winner cited in Maine; other firms named

TRADE FAIRS AND CENTERS

11 U.S. Center in Tokyo to feature industrial controls
11 $111,000 sales reported from Duesseldorf fair

WORLDWIDE BUSINESS OUTLOOK

12 Berlin building boom creates export opportunity
12 Ivory Coast market open to U.S. traders

FOREIGN GOVERNMENT ACTIONS

13 El Salvador increases tax 38% on foreign companies
14 Steel tariff raise asked by ECSC

U.S. GOVERNMENT ACTIONS

15 Study power needs in Afghanistan
15 Four U.S. firms working on Venezuelan power project

INVESTMENT OPPORTUNITIES

16 Magazine, pharmaceutical plant, tannery seek joint ventures
17 Licenses for medical product, teaching aid offered

WORLD TRADE OPPORTUNITIES

18 News of 10 specific bid opportunities
19 Leads for exporters
20 Special Trade Leads; Field office phone numbers
36 Visiting buyers and officials
37 International representation
38 Leads for importers
39 Construction projects

New Books and Reports, page 40

Export strategy mapped

Sales, marketing chiefs are Commerce Department guests at pioneer conference

By STANLEY LICHTENSTEIN
Staff Writer

Some 250 frontiersmen wearing business suits came to the Nation's capital February 5-6 to talk about exports. The occasion was the First U.S. Export Sales Conference, jointly sponsored by the Department of Commerce and Sales and Marketing Executives-International (SME-I), a New York-headquartered organization made up of 230 clubs with representation in every State and 42 foreign countries.

"No group in the country wields such power to pinpoint the markets we should penetrate as you sales and marketing executives," Secretary of Commerce Luther H. Hodges told the assembled delegates as he greeted them at a Hotel Washington banquet. By his reckoning, the Secretary said, the Old West was America's earliest frontier, the domestic economy—"the first great common market"—was her second, and today's world market is the third and most challenging.

'Local' market is myth

"If you make and sell only *one* product that can be sold anywhere in the United States," Mr. Hodges observed, "you are selling in the world market. And you must be able to sell against competing producers from other countries who are now in this market or who are seeking to invade the U.S. corner of the world market." Citing 1963 U.S. exports of $21.7 billion—about $1.2 billion more than in 1962 and the fourth annual record in a row—he said that his message to SME-I's 25,000 sales executives and their U.S. business associates is: "Let's do it again and again!"

Program

Moving back and forth across Pennsylvania Avenue from the hotel to the Commerce Department auditorium, the delegates heard morning-session talks by and exchanged views with Commerce, Agriculture, and State Department officials. Walter H. Johnson, Jr., president of Pritchard, Wood, Inc., served as conference chairman. Speakers included Franklin D. Roosevelt, Jr., Under Secretary of Commerce; Charles S. Murphy, Under Secretary of Agriculture; Philip H. Trezise, Deputy Assistant Secretary for Economic Affairs, Department of State; and Eugene M. Braderman, Deputy Assistant Secretary of Commerce for International Commerce.

Other sessions dealt with the 3-pronged action program—trade missions, commercial exhibits, and trade centers—of the Office of International Trade Promotion in the Bureau of International Commerce, the roles of export commodity counsel and commercial attachés, and Commerce Department services provided through area specialists, commercial intelligence, and field offices all over the United States—soon to be increased from 39 to 42, it was announced.

Tips

In a luncheon address, 6 basic factors underlying the success of IBM World Trade Corp. were ticked off by Charles K. Campbell, vice president and a director of the corporation, to bear out his contention that any American firm can apply sound principles of domestic operation to achieve international marketing success. The World Trade Corp., he said, operates overseas through nationals of the countries involved; delegates operating decisions to local subsidiaries, with only major policy and a minimum of control exercised from U.S. headquarters; hires top-notch people, pays them well, and educates them intensively; insists on a uniform standard of ethics and integrity abroad as well as at home; stresses quality products and service and makes major expenditures on research and development; and strives to maintain a consistent image to businessmen in every country. Sharing the platform with Mr. Campbell at the luncheon was Paul Courtney, executive vice president of the National Association of Wholesalers, who said that a recent trip he took with other businessmen touring 14 cities in 11 countries showed that "too many business people at home are locked in safety gear," ignoring numerous opportunities for lucrative overseas sales. Buyers in many parts

French specialist honored

Armand Dubois, a commercial specialist and senior French employee of the commercial office in the American Embassy in Paris, received an incentive award this month for his activities in assisting the U.S. export promotion campaign. Under Secretary of Commerce Franklin D. Roosevelt, Jr., in Frankfurt, Germany for the recent Commercial Officers Conference, presented the award.

Dubois has worked for the U.S. for 15 years, and among his present duties are: assists in planning U.S. (both government and private) participation in French trade fairs; studies and reports on events and trends in French trade policy; writes data for Commerce Department special publications dealing with French trade; assists visiting U.S. Trade Missions; and directs the Embassy's Commercial Service unit, which among other things, supplies the items from France published in this magazine in the World Trade Opportunity section.

of the world, he added, are willing to pay premium prices for American repair, replacement, and testing equipment as well as other commodities for which the United States has a high reputation.

By air, sea

At a session on "How to Take Your Products Abroad," the respective merits of air and sea transportation were discussed by Thomas B. McFadden, Trans World Airlines vice president-marketing, and Rear Admiral (Ret.) Ralph K. James, executive director of the Committee of American Steamship Lines (CASL). The air age, said Mr. McFadden, "makes each interior city a 'port' city for the first time in her history" and gives "the little guy a chance to enter the fray—profitably." According to the TWA executive, firms taking full advantage of swift electronic communications and data processing to receive and handle orders, and of air cargo service to deliver the goods, can often penetrate far-off markets, get along without warehouses, avoid obsolescence and reap many other rewards. Admiral James, emphasizing the advantages of ships with 8-10,000-ton capacity in trade involving bulk cargoes, described the services to exporters which recently earned for CASL's 15 member-companies an "E" award presented by Under Secretary Roosevelt.

Origin

The First U.S. Export Sales Conference grew out of a proposal made at SME-I's St. Louis meeting last fall by L. Edward Scriven, then Acting National Export Expansion Coordinator for the Department of Commerce, now Chief of the Rentals and Development Division, World Trade Center, Port of New York Authority. Mr. Scriven came to Washington from his new post in New York to participate in the conference he had sparked into being.

Follow-ups

Plans for conference follow-ups call for holding foreign trade "clinics" under the auspices of SME-I clubs all over the United States, led by members who attended the Washington conference and seminar teams supplied by Regional Export Expansion Councils and Commerce Department field offices.

At the conference's end, leaders headed for SME-I's winter board of directors meeting at Fort Lauderdale, Fla. Some of them are slated to go from there to countries around the world. Their mission: opening up new frontiers for American exports.

'Almost everything marine' is wanted in Europe, says energetic U.S. promoter

Export conference of boat-show participants hears report pointing to likelihood of strong demand in years ahead

By LOUIS BIRNBAUM

Information Officer
New York Field Office

NEW YORK—An energetic booster for the sale of boats and boating equipment abroad is a New York-based combination export manager, Hal Harrison, who represents some 20 United States manufacturers in overseas sales.

In the marine export business for little more than a year, Harrison, president of International Marine, is "very gratified" with the overseas sales record he has achieved in such a short time, especially since his business is "very much in the black," having passed the $1/4 million mark.

HAL HARRISON

He is generous in his praise of the world trade services provided by the U.S. Department of Commerce. He credits the Department, through its New York field office, with having furnished him essential marketing data and leads that helped in establishing his export connections.

Harrison served as a panelist at an export conference held in connection with the recent National Motor Boat Show at the New York Coliseum. Arrangements were made by the National Association of Engine and Boat Manufacturers, sponsors of the boat show, with the aid of the Commerce Department field office.

On "Boating in Europe," Harrison was optimistic about the outlook for selling U.S.-made pleasure boating products on the Continent. It is his belief that the demand for such products will continue for years. "I have found that there is a fine market in Europe for almost everything marine," he observed. "A visit last year to 33 cities in 14 European countries convinced me that good business is awaiting those manufacturers who go after it. One thing to remember when dealing with European buyers is to go along with them in their methods and not try to convert them to our ways. After all, they have been in business too long to try and teach them new methods."

Harrison, who represented a number of American boat equipment lines last spring at the Marine Trade Show at the U.S. Trade Center in Frankfurt, rated France, Italy, West Germany, and Switzerland as "excellent markets" for U.S. boating lines. He found the Scandinavian countries "good to excellent," and called prospects in Great Britain, the Benelux countries, Spain, and Greece "good."

Estimating that he sold $50,000 worth of American-made marine hardware as a result of the Frankfurt show, Harrison is a firm believer in exhibiting at international trade fairs such as the Marine Accessories Show, planned for the new U.S. Trade Center in Milan in November 1964. The National Association of Engine and Boat Manufacturers, in a special bulletin, alerted all of the 400 exhibitors at the boat show to the business opportunities offered by this Trade Center event.

Several years ago Harrison retired—

or so he thought—from an extensive business career. Reconsidering the step when he found tedium setting in, he decided that the marine export business would be appropriate for a boating enthusiast like himself. After a remarkably fruitful first year, he advises boat and marine supply firms that the upswing in the European market is heading for a sales peak around 1971.

"If a U.S. manufacturer of boats, marine engines and accessories gets into exporting now," Harrison says, "he should be able to do between 8 and 10% of his domestic volume overseas."

A significant rise in exports of recreational watercraft is expected in 1964, Arthur Rutzen, Commerce Department field office director, told boat show participants at the export conference. He cited the $7.1 million sales volume for the first 9 months of 1963 and the trend indicated by the spurt from 1958's $5.7 million to 1962's $7.8 million.

Rutzen presented the Commerce Department's "E" for excellence in export award to one of the boat show exhibitors, International Mercury Outboards, Ltd., of Fond du Lac, Wisconsin.

Commercial officers see good Near East potential

Meeting in the boom-town atmosphere of Beirut, Lebanon, where you are never far from a building under construction and where you can buy almost anything, 15 commercial officers from 11 Near East countries met the week of January 27-31 with Department of Commerce officials to discuss the Near East market for U.S. goods. Noting a variety of difficulties, they concluded there are great opportunities for those who are prepared to go after the business.

Orders running into several million dollars each are not infrequent, the conference's observers-in-the-field reported. The crying need, they said, is for more U.S. businessmen to visit the area, take time to establish good agency contacts, and adapt products, terms, and sales techniques to the demand. It was pointed out that competitors of the United States are increasingly active in this part of the world and that only by doing as much or more can the United States increase its billion-dollar Near East market.

At an afternoon's informal meeting with Under Secretary of Commerce Franklin D. Roosevelt, Jr., the commercial officer's role was discussed and there was a free-ranging question-and-answer period. Mr. Roosevelt also met with some 750 U.S. and Lebanese businessmen connected with U.S. firms.

World trade wins at winter Olympics

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Innsbruck, Austria—Heinz Pruckner looked across the vast spread of newly washed whiteness that packed the slope of Patscher peak. "We hauled snow three weeks," he said. "In the Tyrol for thirty years there has never been a winter so stingy with snow."

Pruckner, shirt collar open, hair neatly parted, a round, pleasant man, was sitting this Sunday morning in his office at Olympic Village. Sjoukse Dijkstra of Holland and Regine Heitzer of Austria, skirts aflare, were cutting corkscrew whorls at the skating palace nearby. Norwegian Toralf Engan, amateur's top ski jumper who has flown through space a tenth of a mile, which is as much as the Wright brothers ever expected to do, was practicing on the specially constructed slide visible from Pruckner's open window.

Seventeen hundred competitors from 35 nations were packed into this Alpine community for winter Olympics, a world event held about as often, with even less predictability, than U.S. presidential elections. A half million visitors attended and Innsbruck went all out. New slides were built, a slab of ice toboggan course at nearby Igls, even frightening to look at empty, skating rinks for figure performances and hockey fields, ice courses for racers and slopes for skimming slaloms that drive in flashing, searing speed.

There was even an entire new town, Olympic Village, a wide compound of attractive apartments, furnished with olive green draperies, but outside colored white as a milk delivery in fresh snow, with plastic porches and brown balconies, hand carved in the manner of Swiss and Bavarians and the people of the Austrian Tyrol. It was from here that Heinz Pruckner was talking.

"The purpose of the Olympics is international friendship. This carries interest in each other's way of life, its society, solicitude for ambitions and understanding. The Olympic games encourage competitiveness, but trade comes easier, don't you think, when we behave as friends.

"There is no frontier to sports, no national troubles or apprehensions. No group exists like Olympic athletes. We understand universality, admire a champion, accept other beliefs than our own as proper. Perhaps by our example of courage, addicted to compelling training, we may, as youths, light a trail for adults. Older people worry over tariff walls, we worry over hundredths of seconds or a few meters. A settlement of our world problems is finished on the slopes of these Alps. This some day will help others with theirs."

The temperature was cold, so the torch from Greece, encased in a special non-explosive lamp, was carried this year by a fully dressed courier as an airline passenger, instead of by runner. The transfer was made at Innsbruck airport, from where a sprinter dashed to the game site hardly out of breath.

Pruckner was at the moment in charge of protocol. "This meant who sat next to who," he grinned, teeth showing brightly like snow topped mountains. It also meant arrangements for the Austrian president, ambassadors from every country taking a day to watch their nation's athletes in the white and blue world of skis, skates and sleds.

Pruckner normally is with the Austrian Ministry of Education. He has been on leave five years, at work, first, to pay for the games, as well as now to determine who saw them from where.

"Do you know who always wins?" he said. "Not only youngsters on mountains or those who take cups and medals. International trade wins, too, and the world of business that so earnestly requires world understanding, each nation to the other."

Quite a sight, this Heinz Pruckner sees from his window. Quite a man who is looking.

CANNERY ROW: Trade Mission member Charles Levy (right), looks over some of the U.S. canned fruits which help satisfy customer demand for high quality products at this Vienna supermarket.

Small Austrian market is target for many world exporters; aggressive sales efforts vital

U.S. share of import market has dropped steadily since 1960; import liberalization should help U.S. compete with EFTA nations

By H. J. IRSCHIK
Trade Promotion Specialist, U.S. Embassy, Vienna

Austria, a relatively small country of 7 million people in Central Europe, without direct access to the sea, is nevertheless a promising market for U.S. exporters. It is also a highly competitive market, since European industries continually vie for bigger shares of Austrian imports.

H. J. IRSCHIK

Annual per capita consumption of U.S. products now totals more than $12 and there is no reason why this amount cannot be increased if U.S. manufacturers are prepared to meet the challenge with imagination and aggressiveness.

Austrian imports from the U.S. will most likely experience a moderate decline in total volume and value in 1964. A reversal of this downward trend, which set in 3 years ago, is expected to take place in 1965. While the U.S. supplied 7.3% of all Austrian imports and ranked third among the principal suppliers in 1960, this share declined to 4.8% and fifth place in 1963. The U.S. share in total Austrian imports should stabilize at about 4.5% this year.

This trend results from: **(1)** the stagnation of investment activities in the domestic economy, with its accompanying negative effects on the imports of basic materials and capital goods which so far have accounted for the major part of U.S. exports to Austria, and **(2)** the progressing economic integration within the European Free Trade Association which has improved the competitive position of EFTA products on the Austrian market.

U.S. trade analyzed

An analysis of U.S. exports to Austria between 1960 and 1963 shows that less basic materials and capital goods, such as cotton, non-ferrous ores, coal and coke, vegetable oils and fats, rubber, iron and steel, copper, and metalworking and electrical machines, were shipped to Austria, whereas during the same period there was an increase in deliveries of semi-finished and finished products, including preserved fruits, tobacco products, medicinal and pharmaceutical preparations, plastic materials, finished rubber goods, business machines, and automobiles.

Austria's membership in EFTA has enhanced the market potential for products originating in other member countries, partially at the expense of U.S. exports. Between 1960 and 1963, only Great Britain and Switzerland, both members of EFTA, were able to increase substantially their exports to Austria.

Since the Austrian investment climate will probably not improve appreciably in the course of 1964, and because access to the Austrian market for EFTA products has recently been further facilitated by another 10% cut in internal tariff rates at the beginning of this year, the situation outlined above is expected to continue throughout 1964. In consideration of these circumstances, efforts to expand U.S. exports should aim primarily at promoting sales of semi-finished and finished consumer goods.

May benefit U.S.

International obligations stemming from multilateral agreements are compelling Austria to put into effect certain measures which may benefit sales of U.S. products. With a view toward achieving complete import liberalization by the end of 1964, the Government has planned 3 substantial liberalization steps during the year.

Thus by the end of the year, Austria will have removed most quantitative restrictions on its imports from GATT countries, except for a number of agricultural products and several hard-core items. These so-called "hardship cases" which will remain exempt from import liberalization, are believed to include garments, radio and television sets, and plastic goods.

Since current import controls apply mainly to consumer goods (approxi-

mately two-thirds of the consumer goods produced by Austrian industry are still protected against foreign competition by quantitative restrictions), this year's liberalization measures will chiefly benefit imports of durable and non-durable consumer goods.

Might deviate

Although the Austrian Government has maintained that agricultural commodities subject to domestic market regulation laws are exempt from import liberalization, recent GATT consultations between the U.S. and Austria have disclosed some willingness to deviate from this principle. As a result, restrictions might be eased to allow free entry of certain specified agricultural products such as preserved meat and meat offal, fresh grapes, pears, cereal groats and meal, gluten, purified vegetable oils, hydrogenated cooking oils, macaroni, spaghetti and similar products, and pastries, biscuits, and other fancy bakery goods not containing cocoa.

In addition to increased import liberalization, the Government is expected to extend the validity of autonomous tariff reductions which have been introduced since 1962 in support of the official price stabilization program.

There also is an indication that further tariff cuts might be made in certain sectors. The present Austrian vehicle tax discriminates against automobiles with a piston displacement of more than 2.5 liters and thus has prevented any significant imports of U.S. automobiles. A revision of this tax system is now under consideration and pertinent legislation may be enacted during 1964. The removal of this discriminatory tax barrier would enable U.S. automobile manufacturers to compete more successfully with higher-priced European models.

The combination of the 1964 budget and a new long-range investment program recently negotiated by various Austrian interest groups should sufficiently stimulate the economy to increase demand for basic materials and capital goods. However, this effect probably will not be felt until 1965. Continued full employment and January 1 pay increases for government employees are expected to boost demand for durable and nondurable consumer goods beyond its present high level.

Imports necessary

Austrian industry will not be able to meet the increased demand expected in many sectors, and imports will be necessary to fill the gaps. Austrian importers seem aware of this situation, and many businessmen expressed sincere interest in the business proposals brought by the U.S. Consumer Goods Trade Mission which visited Austria in November 1963.

A growing number of Austrian importers can be expected to visit the special shows arranged by the U.S. Trade Centers in Frankfurt and Milan. U.S. exporters participating in these exhibitions can be reasonably certain of attracting inquiries from Austrian firms, and both Centers should be regarded as efficient instruments for reaching the Austrian market.

U.S. quality recognized

Whereas Austrians generally recognize that U.S. products are of high quality and advanced design, businessmen complain about the high prices and transportation costs which prevent them from fully exploiting the attractiveness of U.S. goods. The geographic disadvantage at which U.S. manufacturers find themselves vis-a-vis their European competitors might be reduced by shipping in bulk to central storage facilities in Europe, thereby cutting transportation and handling costs.

U.S. exporters might also use Austria's Customs Free Zones, where products can be repacked, assembled and processed before being shipped to customers. In addition to the Free Zones now in operation at Innsbruck and Linz, preparations for a third zone at Vienna, the capital and industrial center of Austria, are nearing completion.

Short delivery times, prompt service and speedy replacement of worn parts, as well as intensive advertising and public relations programs, are employed by European manufacturers to add to the attractiveness of their products. U.S. exporters should increase their efforts in this direction. Much can still be done by U.S. firms to create the good will necessary to maintain the deep-rooted belief in the superiority of U.S. products.

Competitive U.S. goods

Under present circumstances, the U.S. products which are most competitive are either in short supply from European sources or of such high quality as to clearly outrank similar products of European origin. A typical example is U.S. business machines, especially electronic computers, which have been almost able to monopolize the Austrian market, although most of them are more expensive than those produced in Europe.

In 1964 new import opportunities created by increased trade liberalization and rising demand for consumer goods should make the Austrian market more receptive than ever to American products. The prospects for U.S. exports, especially of the consumer goods type, are expected to improve even more in 1965, when the full impact of this year's liberalization measures makes itself felt.

It is of the greatest importance that prospective U.S. exporters lay the necessary foundations by establishing contacts with the local business community and arranging for adequate distribution of their products in Austria.

Data on Austria

Copies of the report submitted by the recent U.S. Trade Mission to Austria are now available, and subscribers to *International Commerce* may order single copies without charge from the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C., 20230. The Department of Commerce has also published Overseas Business Reports on **Anti-Dumping Legislation in Austria** (OBR 63-81) and **Establishing a Business in Austria** (OBR 63-99). Copies may be ordered for 15 cents from your Department of Commerce Field Office.

the author

An Austrian citizen, Mr. Irschik has served with the U.S. Embassy in Vienna as a trade promotion specialist and in several other capacities since joining the staff in 1947.

Tariff Commission to probe vital wheat gluten imports

The Tariff Commission, upon Treasury Department advice, has instituted an investigation to determine whether vital wheat gluten from Canada is being or is likely to be sold in the U.S. at less than fair value.

The vital wheat gluten is manufactured by Ogilvie Flour Mills Co., Ltd., and its subsidiary, Industrial Grain Products, Ltd. The investigation is being made to determine whether a U.S. industry is being or is likely to be injured or is prevented from being established because of the importation of such merchandise into the U.S.

No hearing has been scheduled. Requests for a public hearing may be made within 15 days after the publication of this notice in the Federal Register.

Now's the time for U.S. exporters to develop long-term sales in Iran

U.S. aid program will be financing fewer export shipments; business recession hampers country's developing economy

By THOMAS C. STAVE

Commercial Attaché
U.S. Embassy, Tehran

U.S. business must engage in unusually energetic salesmanship to improve, or even maintain, its sales position in Iran. However, such efforts may be well worthwhile, because Iran, though sometimes a difficult and frustrating place to do business, offers some immediate potentialities and even more attractive long-range prospects as an export market for U.S. traders.

THOMAS C. STAVE

It is becoming more and more important that a foreign product become established here as soon as possible, because competition is keen. This competition relies not only on such factors as favorable prices and credit terms—although these are of great importance—but also on a thorough, close-up knowledge of the Iranian market and its day-to-day developments, as well as a working knowledge of Iranian traditions, customs, and business practices.

Iran's potentialities

Iran differs from many other developing countries in that it has both substantial human and natural resources. In an area of 628,000 square miles (about 4 times the size of California) Iran supports a population of almost 22 million.

Iran's natural resources are impressive. With proven oil reserves estimated at 35 billion barrels, its petroleum industry is one of the largest in the world, providing important revenue for the country's development program. There are also substantial natural gas reserves, and a growing electricity network.

Already the major world supplier of caviar and sturgeon from the Caspian Sea in the north, Iran also has vast unexploited fishing resources in the Persian Gulf to the south which could become an even more important source of foreign exchange. Mining is in its infancy, but there are indications of considerable mineral wealth.

Although much of the country is desert, the fertile area bordering the Caspian has almost a sub-tropical climate, and irrigation is bringing increasingly large areas elsewhere in the country into cultivation.

There has been a chronic water shortage, but this is rapidly being remedied by a series of irrigation dams, some completed and some planned. These dams are also beginning to provide hydroelectric power for industrial expansion.

Despite this prospect of a bright future for Iran, there are several reasons for concern over U.S. trade.

For one thing, the business recession which has been gripping the Iranian economy for the past 3 years will continue to exert a depressing influence, even though there are signs of recovery. For another, a gradual drop is expected in U.S. financial assistance to Iran, which has been responsible for the sale of many U.S. products and services.

Favorable weather conditions in 1963 reduced the demand for U.S. wheat, and fall rains and winter snows in 1963-64 may enhance self-sufficiency.

Finally, increased competition may be expected from several other countries whose governments have recently been making substantial credit offers to Iran.

A weakness in institutions and a shortage of qualified and experienced administrators in government, banking, business, and industry resulted in a period of uncontrolled speculation which, 3 years ago, was rapidly developing into runaway inflation and threatening depletion of the country's foreign exchange reserves.

So, in early 1961, the Government applied the brakes by initiating an "Economic Stabilization Program," which is still basically in effect. The program, involving restrictions on credit and the import of most luxury and "nonessential" goods, might be termed a phase of consolidation, and was economically beneficial.

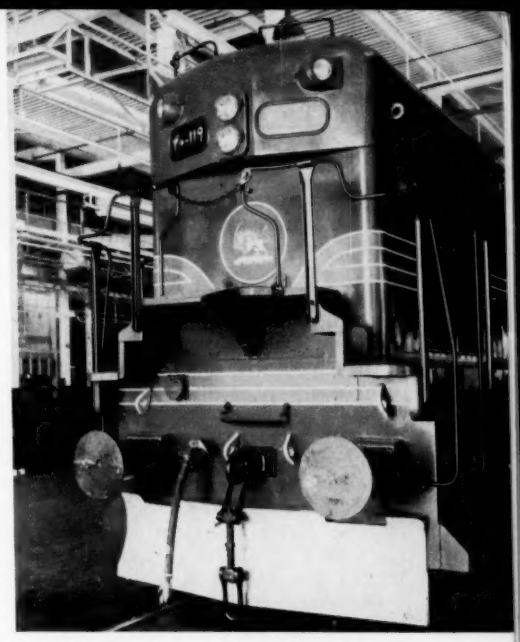
However, it did have a dampening effect on business initiative. Sales turnover dropped, liquidations and bankruptcies increased, private investment came to a virtual standstill, and willingness to enter into new commercial and industrial ventures almost disappeared.

The situation has been exacerbated by the recent inauguration of a major social reform program by the Government, emphasizing land redistribution. Laudable though the program may be, and although in keeping with the country's over-all policy of modernization, its revolutionary nature has intensified a "wait and see" attitude already prevailing in the country.

In short, the past 3 years has been a period of business stagnation and, although the Government has been striving to restore confidence and to get the economy moving again, and with some success, recovery has been slow. Iranian foreign trade, and especially its import trade, will probably continue to suffer for some time as a result.

U.S. aid reduced

Much of Iran's development during the past few years has been dependent on foreign financial assistance, a large share of which has come from the U.S. This aid has included substantial loans



TEHRAN EXPRESS: one of the 169 General Motors diesel locomotives used by Iran's State Railway.

the author

Mr. Stave has been assigned to Tehran since October 1961. A native of Washington State, he received his B.A. from the University of Washington and did post-graduate work at George Washington University after wartime Army service overseas. Since joining the Foreign Service in 1949, he has also served in Frankfurt, Marseille, and Bonn.

and credits, many of which have been tied to the purchase of U.S. goods and services.

For example, loans tied to U.S. purchases amounted to more than $116 million for Iran for the 1960-62 period. Recently, however, the level of U.S. aid to Iran has declined, a trend which is expected to continue.

Increased competition

Iran's imports rose spectacularly in the 10-year period ending in 1961 (from about $65 million to about $685 million per year, although there was a decrease beginning in 1962 when the economic stabilization program began to take effect.

U.S. exports to Iran also saw a steady increase during that same period, reaching a peak of $107.4 million during the Iranian year ending in March 1962.

However, other countries' exports to Iran, mainly West European countries, also increased. In recent years, over 50% of Iran's imports have come from 3 countries, West Germany, the U.S., and the United Kingdom, in that order (incomplete statistics indicate that the U.K. may have passed both West Germany and the U.S. in 1962). Another 5% to 10% of Iran's imports have come from Japan.

During the years 1957 to 1961, the proportion of Iran's imports coming from the U.S. has varied from 15% to 18.1%.

Thus, although the U.S. has sold a substantial value of goods and services to Iran during the past few years, other West European countries, especially the Netherlands, France, and Italy, have been slowly but gradually increasing their share of Iran's imports.

What is significant about all this is that these competitors of the U.S. have generally retained or even improved their relative sales positions in the Iranian market. Advantages enjoyed by our European competitors have included more competitive prices, better credit terms, and especially a much better knowledge of the market and methods of doing business in Iran, and a closer acquaintance with day-by-day developments and with Iranians who play an important part in the nation's business.

European advantages

These latter advantages are obtained partly through retaining larger staffs of resident salesmen and technicians in Iran (and keeping them here longer) than most U.S. companies, but also through sending experts from headquarters at the drop of a hat. Our foreign competitors have been greatly assisted in many cases by governmental export credit guarantees, but direct governmental "tied" aid from these countries has been far below that of the U.S.

During the past year, the Government of Iran has suddenly been deluged with offers of easy-term credit from France, Great Britain, and West Germany, as well as the Soviet Union, Poland, Czechoslovakia, and Hungary. While most of these are still in the "offer" stage, some will materialize into governmental agreements, and the credits will be tied to purchases from the countries furnishing them.

Outlook

This then is the outlook for Iran. The country has been developing fast and will continue to develop rapidly especially after the present recession is ended. It is a country with impressive potential, which will be demanding more and more products from the West. It is not an easy country in which to do business, especially for beginners, and many unpredictable elements of its ancient traditions still prevail.

Competition is keen and will probably become keener as time goes on. Taking advantage of the many sales opportunities in Iran will require effort, but the opportunities seem great enough to warrant a long, hard look at the potential market, from as close as possible, by many U.S. companies.

IRANIAN WORKHORSE: A string of camels shuffles along a remote Iranian road, much as they have done for centuries. However, the Iranian economic pace has begun to quicken, and many old standbys such as the camel are fast being replaced by modern products imported from all over the world.

Inheritance, legacy tax implemented in Honduras

A new inheritance, legacy and gift tax for Honduras has been established through Decree-Law No. 26.

The principle of progressive taxation is included in the new law, as is the principle of higher tax rates for the more distant degrees of affinity and kinship.

The new base rate for children or spouses is one half of one percent for up to 1,000 lempiras with progressive increases up to 500,000 or more lempiras which are taxable at 20 percent. (1 lempira equals US$0.50).

Non-resident heirs and legatees, whether foreigners or nationals, inheriting property located in Honduras are required to pay the tax established for residents, plus an additional 50 percent. A separate progressive schedule was established for situations in which the use of property or the right and benefits flowing therefrom belong to one party, but the property itself is left to another.

Regulations implementing this law furnish details as to the procedures to be followed by interested persons in reporting and inventorying such property. Residents are allowed 60 days and non-residents 90 days for fulfilling all filing requirements under this law.

U.S. exporters get bigger slice of Pakistan's growing import pie

Nation hopes to regain economic momentum after '63 slowdown; finding effective agent can lead to long-term benefits

By JOHN K. HAGEMANN
Commercial Attaché
U.S. Embassy, Karachi

Over the past several years U.S. exporters to Pakistan have been getting an increasingly larger slice of an increasingly larger pie; this trend is likely to continue during 1964.

JOHN K. HAGEMANN

U.S. products imported into Pakistan are financed for the most part by AID loans. However, a fairly good rate of overall economic growth, an impressive rate of industrial expansion, and some increase in foreign exchange earnings are also contributing to Pakistan's ability to buy from abroad.

Pakistan's Second Five-Year Plan, launched in mid-1960, envisages a 25% increase in national income. The increase during the first 2 plan years was approximately 11.5% whereas in 1962-63 the increase was a disappointing 1.1%, resulting principally from a decline in rice production, the country's major food crop. Industrial production, on the other hand, helped shore up overall output by increasing more than 6% in 1962-63 after an impressive 10.6% increase the preceding year.

Looking into 1964, reports on current crop production indicate a larger output which will bolster the general purchasing power. To attain its Second Plan national income targets the Government is planning a high level of activity in all economic sectors during the year ahead. This will require an increased level of imports.

Pakistan's Planning Commission estimates that imports will increase by about $134 million in 1963-64 with imports of consumer goods holding steady, imports of raw materials rising by about $37 million and imports of investment goods up about $97 million.

Even during the pause in Pakistan's economic growth last fiscal year, export earnings held up well, and foreign exchange reserves increased. Pakistan is thus beginning 1964 with enough gold and foreign exchange reserves to give the Government some leeway in carrying out a liberalized import policy.

In calendar year 1964, virtually all U.S. aid to Pakistan will be spent on U.S. products. Although a final decision on the amount and nature of the U.S. aid package for Pakistan has not yet been taken, aid for specific projects may amount to about $100 million in 1964 while commodity aid may total another $100 million.

In addition, agricultural products worth more than $150 million including wheat, edible oils and long staple cotton may be shipped to Pakistan under the PL 480 program.

Industrial and infrastructure projects which will be undertaken with the assistance of AID loans include power plants, irrigation and drainage works and communications facilities, and will provide opportunities for U.S. manufacturers of electrical equipment, construction machinery, railroad maintenance equipment and supplies, agricultural machinery, aircraft parts and many other products. Many of these AID-financed projects will require the services of U.S. consulting engineers.

The largest portion of commodity aid, perhaps as much as 90%, will most likely be earmarked for iron and steel but some amounts may also be available for chemicals, drugs, lubricants, machinery spares and a few other products.

Even though it grows largely out of tied loans, the rapid increase in U.S. exports to Pakistan offers interesting opportunities, but also entails problems.

It provides a chance to demonstrate the high quality of U.S. products to a developing free-enterprise economy. It furnishes an opportunity to establish good business contacts and to create a pattern of re-orders and supply of spare parts.

As an example, AID has financed the sale of locomotives to Pakistan's railways. The quality and efficiency of the equipment provided from the U.S. are of a high standard, and there is a good chance that a long-term relationship has been established that would survive a change in the pattern of aid.

This increase in U.S. trade has been accompanied by an increasing number of complaints against U.S. suppliers from Pakistan importers alleging careless han-

Growing Pakistan market

Period	Total Imports (million of dollars)	Imports from U.S. Value	Imports from U.S. Percent of Total
July-June			
1958–59	332	76	23
1959–60	517	122	24
1960–61	670	161	24
1961–62	653	201	31
1962–63	802	321	40

What Pakistan buys (Period: July-June—Million dollars)

Commodity	1959/60	1960/61	1961/62	1962/63
Machinery	24.2	18.3	32.6	71.0
Wheat	52.9	76.7	58.8	67.4
Iron, steel and manufactures	4.2	4.4	36.1	65.9
Vegetable Oil	8.6	16.8	16.6	36.8
Transport Equipment	8.4	15.8	22.9	23.5
Rice	2.1	—	6.9	10.5
Electrical goods & apparatus	1.1	1.9	1.9	5.3
Drugs and medicines	2.5	2.5	3.2	5.0
Raw cotton	1.7	1.7	3.8	5.0
Chemicals	0.8	0.8	1.3	3.2
Dyeing and tanning substances	—	0.4	1.1	2.1

dling of orders and the supply of material that does not meet contract terms.

Most of these complaints can be traced to the inexperience of local importers with U.S. specifications and trading practices. However, in certain cases the material supplied was clearly not suitable for its intended use, resulting in serious complaints which lower the prestige of U.S. business generally.

Many Pakistanis feel that much U.S. machinery is overdesigned for their economy and, therefore, is too expensive. Some tailoring of products for this particular market would be very useful.

An official of a major development institution in Pakistan recently expressed surprise on learning that an accurate comparison of capability revealed that much U.S. machinery, at least for medium and large-scale production, is competitive in price as well as quality. However, more aggressive salesmanship is needed to help correct the widely held Pakistani concept that U.S. products are invariably high priced.

The problem of salesmanship in Pakistan is complicated, however, by the shortage of effective agents. Many firms collect as many agencies as possible and confine their activities largely to taking orders or submitting bids on Government supply contracts.

Although it may require time and patience, it is worth the effort to ferret out, encourage and support an agent who will make vigorous exertions to convince holders of non-tied import licenses of the superiority of U.S. products and thus help establish a firm position for them in Pakistan's growing market.

Many U.S. businessmen tend to treat the Pakistan market cavalierly because business at the moment is small, ignoring the longer perspective. The annual balance sheet often determines the effort to be made in the market, rather than investing a price for getting in on the ground floor while the opportunity exists and reaping the benefit over the long haul.

the author

Mr. Hagemann has served as an economics, intelligence and research analyst with the Department of State, and spent 5 years in Copenhagen before being assigned to Karachi in October 1960. After graduating from the University of Georgia in 1935, he spent the next 11 years running his own business in Norway.

First 'E' winner cited in Maine

New Jersey State Chamber of Commerce, manufacturers in California, Colorado and Ohio also named

A poultry breeder in the State of Maine and manufacturers of valves, beryllium products and fire extinguishers, together with a state chamber of commerce, received Presidential "E" awards in early February ceremonies.

A Los Angeles, Calif. firm, Barksdale Valves, joined the ranks of more than 400 other U.S. "E" winners on February 5. The following day, the annual New Jersey Congressional dinner, held in Washington, D.C., was the scene of an "E" award ceremony honoring the New Jersey State Chamber of Commerce.

The first State of Maine "E" winner, Nichols, Inc., was cited during a meeting of the Maine World Trade Council on February 10th.

On February 11th, two export award ceremonies were scheduled. The Brush Beryllium Company was cited at a Modernization Conference in Cleveland and Red Comet, Incorporated, at a Denver congress of the distributors of the O.K. Rubber Welders, Inc.

- Barksdale Valves of Los Angeles, Calif., produces and markets directional control valves and pressure-actuated switches. About 7 years ago, the local Department of Commerce Field Office interested the firm in entering the export business. Letters were sent to commercial attachés of every U.S. Embassy and to other sources in order to locate qualified overseas representation. Training sessions were set up in various key areas for these European representatives.

The company regularly exhibits at trade fairs and expedites its growing overseas business by answering all mail within 48 hours. In one instance, delivery of a replacement unit to a French firm was handled in 3 days.

- Brush Beryllium Company of Cleveland, Ohio, manufactures various beryllium products and has found very profitable overseas markets in a number of areas. In addition, the firm has developed new markets and new uses for beryllium and often has been the successful bidder in obtaining orders from European atomic-energy groups.

A subsidiary firm set up in England is expected to boost sales there, while export agreements with distributors in Germany, Japan and Italy are anticipated to produce substantial returns in these world areas.

- New Jersey State Chamber of Commerce is located in Newark. To promote more exports by area manufacturers and suppliers, the Chamber sponsored a number of conferences for executives of manufacturing firms.

At its own expense, the Chamber mailed 13,000 notices concerning the conferences, defrayed the cost of hotel meeting rooms and helped to publicize the meetings. Over 100 firms were represented at each of the conferences and a sampling of the attendance showed that almost 50% of the firms represented had never been active in exporting.

- Nichols Incorporated of Brunswick, Maine, was among the first U.S. poultry breeders to become interested in dealing with and making investments in overseas poultry organizations.

In 1948, the firm moved a small amount of breeding stock to Scotland and made an agreement with a Scottish breeder to carry on a breeding program under its supervision. This led to the establishment of a new company to distribute Nichols breeding stock in the sterling areas of the world. The enterprise proved very successful and the overseas sale of firm products grew by leaps and bounds.

Later, a similar type organization was set up in Germany for distribution of breeding stock throughout Europe and this new firm's business has doubled and redoubled ever since.

The firm's breeding stock is advertised in all important overseas poultry journals and has been featured at many trade fairs.

- Red Comet, Incorporated, of Littleton, Colo., manufactures and sells automatic and manual fire-extinguishing equipment. Even though the firm had advertised in a number of foreign publications for some years, it seemed difficult to obtain overseas distribution of any consequence.

Then, in 1956, the firm's president went to Mexico to develop more permanent distribution. Qualified, well-educated distributors were chosen who had extensive knowledge of their home cities. Training sessions with these distributors included actual selling demonstrations before potential customers.

Today, Red Comet has boosted its overseas sales to 26% of its total volume, and a major portion of this foreign business comes from Mexico. The sales campaign applied in Mexico is now being developed in other Latin countries.

U.S. trade center in Tokyo to feature industrial process control, recording equipment

July show will be 2nd for industrial instruments at this Center; over $1 million worth sold at April exhibit

The U.S. Trade Center in Tokyo will stage its second industrial instrument show—this one devoted specifically to Industrial Process Control and Recording Equipment—July 7-24.

Despite the continued automation of Japanese industries, Japanese production of high-precision industrial control and recording equipment, particularly electronic equipment, has been lagging behind that of other nations, and consumers of this equipment are largely dependent on imports.

The Japanese Ministry of International Trade and Industry (MITI) regards the industrial electronic industry as one of the key points of the nation's entire machinery industry. In its revised Five Year Production Plan for the Electronics Industry, the Ministry places major emphasis on the development of automation equipment. Notwithstanding this projected development, the consensus is that Japanese production of process control equipment will continue to lag behind demand for some time to come.

$1 million in sales last spring

The Trade Center received some indication of the Japanese demand for U.S. advanced equipment during the Industrial Instruments and Laboratory Apparatus show in April 1963. Over $1 million worth of equipment was sold during that show.

Trade Center recommendations for another advanced instruments show were backed up by private surveys conducted for BIC in Japan, and the U.S. Embassy in Tokyo. The surveys listed the following products as those with the strongest market potential: Control valves, automatic analyzing equipment, high precision pressure valves, scanners, and automatic combustion control systems.

Other products under consideration for the show include controllers, electronic measuring and checking devices, boiler control equipment for generators, highly sensitive control equipment for revolving furnaces, process automation equipment for synthetic fiber processing, electronic refrigeration systems, high-pressure and high-temperature valves, data loggers.

The surveys caution that the Japanese market is becoming increasingly selective. Locally made products enjoy a definite advantage in price and after-service availability. European products incorporate certain features that appeal to the Japanese. It is recommended that U.S. firms use the metric system in products for Japan.

Import liberalization

Imports of industrial process control and recording equipment, with a few exceptions, have been liberalized since 1962, and importers are generally assured of obtaining import licenses and foreign exchange.

Oil refineries are the largest users of this equipment. Other major categories of consumers include utilities, foodstuff producers, chemical, nonferrous metal, iron and steel, paper and pulp, textile, and ceramics industries.

About 25 U.S. firms will be able to participate in the Trade Center show. Cooperating national trade associations are the Scientific Apparatus Makers Association (SAMA) and Electronics Industries Association (EIA).

The U.S. Trade Center in Tokyo is one of five such Centers located in strategic commercial areas of the world. Other Centers are in London, Frankfurt, Bangkok, and Milan.

Manufacturers interested in Trade Center participation may write: Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

U.S. participation at Duesseldorf fair attracts thousands

$111,000 in sales reported; estimate $1 million through '64

The first U.S. participation in the International Sales and Fashion Week of Ladies' Outer Garments (IGEDO) at Duesseldorf in November attracted 18,000 of the 20,300 buyers in attendance at the Fair.

Thirty-four U.S. firms were represented by 18 exhibitors. Sales of $111,000 and estimated additional resultant business through 1964 of nearly $1 million were disclosed by the 10 exhibitors who reported their sales figures. Credit inquiries were requested on 152 firms interested in importing, agency, and licensing arrangements.

Virtually all U.S. exhibitors launched agency negotiations for Germany, Switzerland, France, Belgium, the Netherlands, and Scandinavia.

The U.S. exhibit attracted considerable traffic. Custom-built and unconventional in design, the presentation was unique in the history of the Fair.

Buying center

Duesseldorf is the national apparel-buying center of Germany and the Fair is the largest selling center for women's and children's outerwear in Europe. Of the U.S. exhibitors reporting, 13 concluded that exposing their merchandise to the trade, learning at first hand something of the German-European market and marketing techniques, and selling in this market had made their participation worthwhile. Eleven anticipate further showing at this Fair.

With Department of Commerce participation, the 63rd International Sales and Fashion Week of Ladies' Outer Garments (IGEDO) will be held in Duesseldorf Oct. 25-29.

U.S. firms wishing to participate in the Commerce Department's commercial trade fairs exhibit program, launched in 1963, may obtain information from the Bureau of International Commerce, Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C., 20230, or any of the Department's Field Offices.

Berlin building boom may create export chances for U.S. products

Construction investment far exceeds overall West German pace; shopping centers, industrial projects reflect business confidence

The broad scope and dynamism of West Berlin's building industry reflects its growing confidence in the city's economy and may offer market opportunities for certain U.S. construction supplies and allied products.

Growth rates show that 1963 investments in Berlin construction increased 9.5% in real terms over 1962 levels, which had been 7% greater than 1961. Comparable figures for construction investments in West Germany indicate that the growth rate slipped from 5% in 1962 to a more modest 2% in 1963.

Among the commercial projects now in the planning stages, two warrant special mention. In the northern part of the city a shopping center is being planned to meet the needs of the 50,000 consumers who will live in the community to be known as "Maerkisches Viertel."

The total cost of the entire community will be about $125 million, with $6.5 million set aside for business facilities which will include department stores, supermarkets, restaurants, cinema and bowling alley, and a wide variety of specialty shops. Builder-owner is the Gesellschaft fuer Sozialen Wohnungsbau gemeinnuetzige Aktiengesellschaft, Berlin (GESOBAU). Principal contractor is the newly founded Werner Limberg & Co. KG, Berlin.

Southern shopping center

In the southern part of the city there will be a $10 million shopping center in the community known as Gropius-Stadt, the second largest shopping center in Germany. This project will be financed by George Ray Dobbs of Miami, Florida.

Late in 1963, the cornerstone was laid for an $18 million business and entertainment complex to be known as the "Europa-Center," located in the heart of West Berlin. This was followed in mid-January by the announcement that the Hotel Berlin would break ground this summer for its $3.5 million addition, making it the tallest building and largest hotel in the city. These developments are expected to unleash an office building boom in the area between the 2 new projects.

An extensive program of public works has been initiated to make Berlin a more attractive place to live and work, and to develop the city into a universally recognized leader in the arts, sciences and education. An imposing array of university buildings, apartment houses, schools, libraries and hospitals is being planned and built with the aid of public funds. New hospital projects reportedly will involve outlays of $34 million in 1965.

Berlin's subways and freeways are being extended to cope with growing traffic problems, and more than $9 million will be invested during 1964 in the city's central market for fruit and vegetable wholesalers.

Special fund

A special fund exists to finance and stimulate remodelling activities in the city. In January 1964 the municipal authorities moved to increase the fund from 20 million DM ($5 million) to 50 million DM ($12.5 million) to cope with the pressing need for renovation.

A further manifestation of the growing faith in Berlin's economic future was the December announcement that AEG, one of the major German electrical corporations, will invest $16.25 million in the largest post-war industrial projects in West Berlin.

Names of the architects for some of the individual projects are available on request from the Bureau of International Commerce, European Division, U.S. Department of Commerce, Washington, D.C. 20230.

A U.S. Building Supply and Equipment Trade Mission will visit Germany from February 29 to March 27. A report on their findings is scheduled for publication late in April.

Africanization opening Ivory Coast market to U.S.

Newly-formed grouping expected to import varied foreign goods

Marketing patterns in the Ivory Coast are changing to the interest of U.S. exporters.

Although industrial and commercial activities are still dominated by French and other foreign owned companies, firms with Ivorian ownership and management are now entering the import-export field. Also, Ivorians are beginning to replace foreign nationals as directors and owners of small retail outlets.

It appears that Africans will increasingly replace foreigners, especially in the commercial sector. It is in the interest of U.S. business to keep in touch with African commercial and industrial enterprises, and to have these contacts well established when these enterprises assume their larger role.

Perhaps the most important single development in this movement toward Africanization of Ivory Coast's trade has been the establishment of *Societe Commerciale et Industrielle Africaine de la Cote d'Ivoire* (SOCIACI). Now engaged in the purchase of agricultural products from small farmers for resale in the principal cities of Ivory Coast and abroad, SOCIACI is preparing to import a general line of foreign merchandise, thus opening an interesting opportunity for U.S. exporters.

SOCIACI was established in 1961 by 20 leading Ivorian merchants with the support of the CACCD (*Cooperative d'Achat en Commun des Commerchants Detaillants de Cote d'Ivoire*), a cooperative of 600 small traders. When SOCIACI begins importing in the near future it will distribute its imports through 17 warehouses made available through CACCD and more than 50 retail outlets which it controls through a subsidiary.

The company already operates a fleet of 20 trucks as a part of its agricultural marketing activities. The mailing address of SOCIACI is B.P. 688, Abidjan, Ivory Coast.

New income tax legislation approved by El Salvador's Legislative Assembly

Tax increased to 38 percent on non-resident companies; income earned abroad to be subject to tax beginning in 1966

A new income tax law has been passed by the Legislative Assembly of El Salvador.

Compared with the old measure, the new tax law:

(1) Maintains, with very minor changes, the tax to be paid by those persons earning between $2,800 and $8,800;

(2) Increases taxes to be paid by those earning between $10,400 and $50,000;

(3) Lowers amount to be paid by those earning more than $50,000 from 76.5% to 60%;

(4) Increases tax on Salvadoran companies;

(5) Increases tax on nonresident persons and companies to 28% and 38% respectively;

(6) Makes income earned abroad by residents of El Salvador subject to Salvadoran income tax beginning in 1966;

(7) Requires domestic corporations to withhold 15% of dividends paid to stockholders (a further 28% must be withheld on dividends paid to stockholders who are also foreign companies or individuals resident abroad);

(8) Places a minimum 10% tax on undistributed profits accumulated before the effective date of the law;

(9) Requires domestic corporations to withhold 15% of undistributed profits accumulated after the effective date of the law;

(10) Provides for a capital gains tax beginning in 1964.

Nonresidents

Individuals resident abroad who derive income in El Salvador must now pay a tax of 28% on the amount earned compared with 20% under the old law. The portion of this income derived from dividends paid by companies in El Salvador is subject to the same 15% and 28% withholding specified for foreign companies deriving income from dividends in El Salvador. The foreign resident taxpayer may claim tax credit for the amount so withheld when he files his return.

Foreign companies must pay a tax of 38% on income earned in the country. Previously these companies had been taxed at a 20% rate. Credit for any portion of the tax due which might have been withheld under the dividend withholding provisions of the law may be taken.

Capital gains

Capital gains are taxable beginning on income earned this year. The tax is computed by a complicated formula in which the gains are divided by the number of years the asset was held. The result is added to the regular taxable income and the amount of tax computed from the tax tables. The tax thus obtained is then divided by the corresponding income to obtain a rate. One half of this rate is then applied to the remaining capital gains not included in the income. The amount resulting from this computation is added to the tax obtained previously. This sum is the amount of tax due.

Australia lifts restrictions on timber imports' quota

Australia has removed all quantitative restrictions on timber imports, at the same time increasing the import duties of most categories.

Of chief interest to the U.S. are new rates for Douglas fir, hemlock, spruce, and balsam timber, not dressed. They are listed below and apply not only to the U.S. but to imports from all other countries receiving Most Favored Nation treatment.

The British Preferential Rate, which extends to Canada, is 1 shilling less for these categories. (1 shilling—$0.112 approx.)

For sizes 12 x 6 inches and over, the most favored nation rate for 100 super. feet is 10 shillings; 6 x 4 inches up to 12 x 6 inches—16 shillings 6 pence; and less than 6 x 4 inches—23 shillings.

Duty reduced on boxes

According to the Government of Lebanon, imported cardboard boxes intended for fruit and vegetable packing will now be dutiable at L.£ 0.05 (US $0.013) per box. Previously such boxes below 30 cubic decimeters were dutiable at 50 percent ad valorem.

Jordan amends foreign investment laws

Jordan's Law No. 27 for the Encouragement and Guidance of Industry has been amended by Law No. 33 which continues to extend to the foreign investor nearly all the rights enjoyed by the Jordanian investor.

The most important change concerns the type of incentives offered to companies. Manufacturing firms established under the old law were granted a 3-year exemption from income tax, social welfare tax, land tax and export duties if their activities fell within one of the industries mentioned in the special list. This special tax exemption has now been withdrawn.

In lieu of this privilege, the Council of Ministers has been authorized, on recommendation of the Economic Development Committee, to prohibit the importation of any industrial product which may constitute harmful competition to local products. In order to have such competing imports banned, however, the Ministry of Economy requires the owners of local manufacturing companies to abide by certain specified rules and regulations set up by that Ministry.

Both the original law and the new law permit duty-free entry for machinery, equipment and all other items needed for construction and establishment of factories. The interpretation of "other items" has been changed, however. It is no longer considered to include raw materials imported for the operations of the manufacturing company.

Copies of these laws or other specific information relating to their contents may be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Steel tariff raise asked by ECSC

High Authority asks member states to raise duties to Italian level

The High Authority of the European Coal and Steel Community (ECSC) has recommended the raising of ECSC steel duties, not bound under GATT, to the level of the Italian duties which according to the High Authority averages 9 percent with some duties higher and some lower.

Steel products bound in GATT at lower rates are excluded from this decision, except for foundry pig iron on which a specific duty of $7.00 a ton will apply.

The High Authority has recommended that ECSC member countries, Belgium, France, Germany, Italy, Luxembourg and the Netherlands, increase their respective steel duties to the current level of the Italian rates on February 15. Member states are responsible to see that GATT bindings are maintained.

While High Authority recommendations are binding, member states may appeal to the Court of Justice for a ruling if they do not agree with the directives.

Tariffs will be increased on certain steel products which fall under the following Brussels Tariff Nomenclature headings: 73.01, 73.02, 73.03, 73.06, 73.07, 73.08, 73.09, 73.10, 73.11, 73.12, 73.13, 73.15, 73.16.

Restrictions on Bloc imports

In other measures designed to stabilize the Community's steel market, the High Authority earlier had forbidden Community steel producers to cut prices to meet offers from Communist countries. This decision will be effective until December 31. Another decision also effective till that date renews quota restrictions on steel and pig-iron imports from Communist countries. Under bilateral agreements of June 6 and July 15, 1963, imports from these countries will be limited to a total of 430,000 metric tons of pig iron and 560,000 metric tons of steel products this year.

The High Authority has approved measures to stabilize steel prices in the Community's internal market. Under these regulations, steel producers' sales organizations, middlemen, and dealers are obliged to publish prices, strengthen the application of the nondiscrimination principle and establish more control over sales made through price alignments. These decisions entered into force January 20. Previously such regulations applied only to steel producers.

In spite of the increase in volume, ECSC estimates that receipts of Community steel companies, including exports, were reduced in 1963 by 10 to 12 percent.

The High Authority has informed ECSC member states of its intention to call a conference of world steel producing nations to examine problems of surplus capacity and competition. The High Authority has not yet elaborated on the conference's program nor has it set its date.

Italy imposes new duties on imports of raisins

New import duty rates on raisins in containers or packages weighing not more than 15 kilograms have been levied by Italy.

When imported from the U.S. and other non-Common Market countries, the rate is 12% (11.2% for currants); from Common Market countries and Greece, the rate is 5.4% until December 31, 3.6% from January 1, 1965, to December 31, 1965, and 1.8% from January 1, 1966 (the rates are 4.8%, 3.2% and 1.6% respectively for currants).

Increases in the turnover tax (I.G.E.) —which is also levied on imports—on certain luxury items have also been announced.

The new rates follow: 12% on fine furskins, bottled sparkling wines, precious stones (including synthetic stones and those used for scientific purposes, but excluding those for industrial purposes), and natural and cultured pearls; 10% on liqueurs and aperitifs with an alcoholic base, playing cards and other equipment and accessories for games.

Honduras places tax on silver exports

The exportation of silver from Honduras (ore or concentrate) has been made subject to a five percent ad valorem duty on the value of the shipment as declared on the customs documents. Formerly, the exportation of silver was free.

In 1962, exports of silver from Honduras amounted to US$2,225,000, f.o.b. value, all of which were shipped to the United States. Silver exported during the first half of 1963 amounted to US$1,340,000 f.o.b. value.

Canada requires origin marking on 4 new items

Cookware, blankets, twine, rainwear now must comply

Four new classes of goods imported into Canada, effective March 1, must bear an indication of the country of origin, in a specific form and location, in legible English or French words.

These items and their prescribed form of marking are as follows:

a) Bakeware, cookware made of aluminum shall be marked by etching, diestamping, engraving, embossing, or by decalcomania transfer or adhesive label;

b) Blankets shall each be marked with a printed or woven label firmly attached where it will be apparent to the ultimate purchaser. When imported in and for sale to the ultimate purchaser in packages, boxes, envelopes, or other containers, or banded, the packaging material or bands shall also be marked;

c) Twines, the following: baler and binder when imported for sale on reels, centres, or in packages shall be marked on the reels, centres or packages;

d) Raincoats, rainwear made of plastic shall be marked by means of a firmly attached printed or woven label, by embossing, or by a decalcomania transfer, or stamp, in a location next to the brand name or size mark so as to be readily apparent to the intending purchaser. When imported in and for sale to the ultimate purchaser in packages, boxes, envelopes, or other containers, the packaging material shall also be marked.

Goods imported from the U.S. may be marked simply "U.S.A." Goods also will be considered properly marked when carrying the name of the manufacturer with that of the city and state or internationally known city in which the goods were produced.

Either type of marking must be legible and indelible and the relative invoices, shipping, and other documents must show clearly the place of origin of the goods so marked. When only the name of an internationally known city is used, it is to be accompanied by the words "Made in," "Produced in," or words of similar import.

Seattle firm plans power needs survey for Afghanistan

Study will determine best way to provide projected power demands

A survey of electric power needs and potential sources in southern Afghanistan will be made for the Agency for International Development by R. W. Beck and Associates, consulting engineers, of Seattle.

The survey, to be conducted from the firm's regional office in Denver over the next 10 months, is expected to determine the most feasible means, both economically and technically, of providing for current and projected power demands in the Helmand and Arghandab Valleys of Afghanistan.

Direct U.S. aid began in 1953 with technical assistance in agriculture provided through the Helmand Valley Authority, established by the Afghan Government. Along with the scope of the government's programs, U.S. technical assistance was broadened in 1960 to include training in operation and maintenance of irrigation works, soil testing, drainage, construction, education, public health and power development.

The survey by the Beck engineers will estimate power requirements for the area's agricultural, industrial, commercial and governmental development over the next 10 years. The plan to be recommended for the supply of the required electric energy will take into consideration installation of generating units at existing dams and expansion of existing power plants in the area which are being rehabilitated under a separate AID contract. In addition, the Beck report will provide recommendations for setting up an Afghan public utility organization to operate and regulate the regional power system.

Project manager for the survey is W. E. Trommershausen, a partner and manager of the Denver regional office of the Beck firm. The first survey group, consisting of S. J. Sibley of the firm's Columbus, Nebraska office, project engineer, and Guenther G. Rahm of Denver, assistant project engineer, has recently arrived in Afghanistan. Three other engineers are expected to work on the project in Afghanistan later. Overall direction of the contract will be provided by R. W. Beck, managing partner and chief engineer.

The contract totals $143,924, including a fixed fee of $13,909 and estimated costs of $130,015 in dollars and $14,880 equivalent in Afghan currency.

Public hearing ordered

The Tariff Commission has ordered a public hearing in connection with an investigation of peat moss imported from Canada.

The hearing will be held March 16 at 2 p.m. in the Hearing Room, Tariff Commission Bldg., 8th and E Sts., N.W., Washington. Interested parties desiring to appear and be heard should notify the Secretary of the Commission, in writing, at least three days in advance of the date set for the hearing.

U.S. statistical experts help Turkey under AID grant

A $128,000 grant made possible through an agreement between the Turkish Government and the Agency for International Development will dispatch nine U.S. experts to Ankara to help Turkey streamline her central statistical services.

The project aims to assist Turkey to revise her State Institute of Statistics in addition to installing specialized techniques and training new personnel.

Accurate and efficient methods of handling statistics are needed to cope with Turkey's rapid population growth—40 percent since 1948.

Under the Program, the AID experts will organize a training program for the State Institute; revise the Institute's internal organizational structure; and install specialized techniques in the area of reporting, sampling, analyses and collection of data.

AID guaranties given four U.S. companies participating in Venezuelan power project

Guri hydroelectric power installation to be constructed by consortium; project expected to speed economic development of Guayan area

Four U.S. firms participating under the Alliance for Progress in the construction of a hydroelectric power installation in Venezuela have been issued guaranties by the Agency for International Development covering their investments in the project.

The construction companies, part of a consortium with a $73 million contract to build the Guri Dam and power plant in eastern Venezuela, are Kaiser Engineers and Constructors, Inc.; Macco International; Tecon International, Inc., and Merritt-Chapman & Scott Overseas, Inc.

The firms last year joined with two Venezuelan corporations in the Guri project consortium, which is headed by Kaiser Engineers and Constructors, Inc. Their $72.9 million bid, the lowest of four, won the contract for the job with the Corporacion Venezolana de Guayana, an agency of the Venezuelan Government.

The power plant, expected to be operational by 1968, is designed to develop 350,000 kilowatts and will be expandable in a second stage to 1.75 million kw. The World Bank is financing it.

Faster development

The Guri installation is expected to transform the Guayana region, speed the economic development of this area which has substantial iron deposits and indications of other mineral resources.

The AID guaranties provide insurance against losses of project property of the four companies in case of expropriation and in case of war, revolution or insurrection. Maximum protection under the guaranties for expropriation amounts to $5,950,000 for Kaiser; $3,825,000 for Macco; $2,975,000 for Tecon; and $1,700,000 for Merritt-Chapman & Scott. For war protection, maximum limits are $4,550,000, $2,925,000, $2,275,000, and $1,300,000 respectively.

Magazine, pharmaceutical plant, tannery seek joint ventures

Nigerian publisher and business groups in Honduras and Pakistan are interested in assistance from U.S. firms; claim good, anticipated profits

Three new joint-venture projects have opened for U.S. investors in East Pakistan, Honduras and Nigeria. These include initiation or expansion of a monthly magazine, a pharmaceutical plant and a Latin American tannery.

► **Magazine in Nigeria.** The publisher of an independent monthly magazine in Nigeria proposes a joint venture with a U.S. publisher in order to expand his operations. In this way, he hopes to meet the demand of an estimated 100,000 readers and the advertising requirements of a growing business community.

Estimated investment required for the project is around $300,000 of which about $85,000 is available locally.

The magazine now has a circulation of 20,000. Its plant also does job printing. This printing plant, however, requires an additional cylinder press, a mechanical composing machine and a process engraving section. The new equipment would cost about $50,000.

The magazine is the only one in Nigeria (there are but 2 others) which solicits advertising throughout the country. In addition, it is the only magazine printed and published in Eastern Nigeria, where the highest literacy rate and readership exist.

The publisher believes that, by the third year of expanded operations, the magazine should be able to yield a profit of around $35,000 a year.

Write to Mr. E. A. Etudo, managing director, Eagle Magazine, No. 89 New Market Road, Onitsha, Eastern Nigeria, for further information.

► **Pharmaceutical plant in East Pakistan.** Roxana Traders, Chittagong, East Pakistan, proposes a joint venture with U.S. drug interests to establish a pharmaceutical factory in that country.

Roxana estimates the need for drugs and medicines in Pakistan is about $7.5 million a year. Half the demand is met through imports, 25% is produced locally and the balance remains unfilled.

The firm, established in 1948, is one of the largest East Pakistan importers and wholesalers of drugs, medicines and automotive spare parts. As it has had no experience in drug manufacture, it would need technical assistance, as well as licenses to utilize patents, trade marks and copyrights, along with equipment and a capital investment. To finance local needs, the firm would contribute land, labor and capital.

Write to Roxana Traders, K. C. Dey Road, Chittagong, East Pakistan.

► **Tannery in Honduras.** Empacadora ALUS, a slaughterhouse and packing plant in San Pedro Sula, is interested in a joint-venture arrangement with a U.S. firm to establish a tannery.

The Honduran firm says it produces 2,000 to 2,500 hides a month and that it can purchase an equal number from other slaughterhouses in the area. Since there are no large tanning plants in Honduras, according to this firm, a tannery appears to be an economically feasible and profitable venture.

A U.S. firm interested in this joint venture should have the necessary know-how and should be prepared to invest up to 50% of the required capital.

A market for tanned hides appears to exist in Honduras and Guatemala. Imports of hides into Honduras have been growing steadily over the past several years. In 1962, these amounted to nearly 350,000 kg. valued at close to $930,000.

For more information, write to Mr. Henry Holst, president, Empacadora ALUS, Aptdo. Postal 31, San Pedro Sula, Honduras.

Electronic product license wanted by German company

A German electronics manufacturing firm is looking for licenses to produce all kinds of units for wireless operation and navigation. Products wanted include transmitters, receivers, radiotelephones and VHF and UHF equipment; intercommunication equipment; radar sets; electronic-control equipment; HF and LF amplifiers; link equipment; automatic and visual direction finders and Loran receivers.

Write to Hansa-Elektronik Willi Moeller, P.O. Box 2076, Bremen, Germany.

Mail-order business plans expansion, wants capital

A sole proprietorship in Germany offers U.S. investors the possibility of participating in the planned expansion of its mail-order business.

A minimum investment would be $125,000. Fritz Linse, 18 Grohner Str., Bremen, Germany.

Industry product licenses wanted

'Down under' firms interested in U.S. equipment; one concern offers timber-drying system

Six Australian firms seek licensing rights from U.S. manufacturers of varied types of equipment. The products they are interested in are described below. In addition, one firm is offering a license on its timber-drying system.

⚙ Bundaberg Foundry Co., Ltd., P.O. Box 12, Bundaberg, Queensland, is seeking licensing arrangements to manufacture a complete range of **cotton-ginning equipment.**

⚙ Electra Industrial Cables Pty., Ltd., 110 Montague Road, South Brisbane, Queensland, is seeking licensing arrangements with U.S. manufacturers of **extruded plastic products.** It specializes in butyrate products but has had experience with polyethylene extrusions.

⚙ Crossle & Cameron Industries, Ltd., Ipswich Road, Rocklea S6, Brisbane, Queensland, wants licensing arrangements with U.S. firms to produce **industrial dust-removal equipment.**

⚙ Charles Hope, Pty., Ltd., Kingsford Smith Drive, Eagle Farm, Brisbane, Queensland, is seeking licensing arrangements with U.S. manufacturers of **hydraulic hoists** for truck bodies.

The firm also wants a license to manufacture a **filter** to be used with diesel motors.

⚙ Intertherm Heating & Cooling Pty., Ltd., 172 Abbotsford Road, Mayne Junc-

tions, Brisbane, Queensland, is looking for licenses from U.S. manufacturers of **l.p. gas-heating equipment** used for industrial and agricultural purposes.

In addition, Intertherm is offering its "Therma," patented, CO^2-gas-combustion **timber-drying system** for manufacture in the U.S. under license.

❁ Commonwealth Engineering (Q'ld) Pty., Ltd., Rocklea East, Brisbane, Queensland, is seeking licensing arrangements from U.S. manufacturers of **boilers,** boiler-heating units, specialized tanks and pressure vessels.

The firm would prefer to make agreements with small to medium-sized U.S. firms.

Dutch firm seeks tie-up in gas/air heating line

Either a joint venture or licensing agreement to produce forced-air gas furnaces and other types of air-space-heating equipment for domestic use is sought by a firm that now chrome plates diesel cylinders.

Contact Lemet Chromium H. van der Horse N.V., 13-21 Heerestr., Hilversum, The Netherlands.

Paint and varnish licenses plus machine rental asked

License is sought for the manufacture of paints and varnishes of all types. This German firm would also like to rent the machinery necessary to make these products.

Write to Gebr. Thywissen Lackfabrik, 29 Bluecherstrasse, 404 Neuss/Rhein, Germany.

Hydraulic mechanism output wanted by British company

A British manufacturer of precision engineering products is seeking a licensing arrangement with a U.S. company to make any mass-produced hydraulic mechanisms with applications in the automotive, tractor or building industries.

Write to North Bridge Engineering Co., Ltd., Abbey Lane, Leicester, England.

PHARMACEUTICAL ITEMS ASKED

One of the larger German pharmaceutical producers seeks U.S. licenses to make pharmaceutical items. W. Spitzner, Arzneimittelfabrik GmbH, Bunsenstr. 6-10, 7505 Ettlingen/Baden, Germany.

Medical product, teaching aid licenses offered

Clima-mask and recordings for astronomy classes described

German and Moroccan firms are offering a medical-type mask and a teaching aid in astronomy for U.S. production.

More information on these products is available on loan from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the file numbers given below.

• A West German firm seeks to grant a license to a U.S. manufacturer for the production and distribution of its clima-mask. This product is reported to be an electrical device to relieve the symptoms of nasal congestion and the common cold.

The firm says its mask is patented in the U.S. and that approval from the Food and Drug Administration has been received. **File 1206.**

• American licensees are sought for the production of 2 astronomical training aids for use in lectures, classrooms and conferences. By use of prerecorded talks, these aids can be used with or without the presence of an instructor. They are reported to be particularly useful in high-school or college-level astronomy courses. **File 1207.**

British firm seeks tieup for paper-product output

A firm of papermakers and converters seeks a licensing or joint-venture arrangement to manufacture specialty, technical and paper-based products such as pressure-sensitive papers, electrical winding papers, industrial filters, gaskets, high wet-strength papers, heavy duty manilas and bookbinding materials.

Write to Associated Consultants, Ltd., Bilton House, 54 Uxbridge Road, Ealing, London, W.5, England.

Dust, fire-abatement items needed for smelting unit

A New Zealand firm wants to manufacture, under U.S. license, the complete equipment required in dust and fire abatement for the smelting of lead and nonferrous metals—particularly the type of equipment using silicon and glass wool.

Write to Australia & New Zealand Industrial Engineering Ltd., 34 Wellesley St., West, P.O. Box 5480, Auckland, New Zealand.

Auto gages, starters and steering wheels sought

A German producer of automotive parts and equipment seeks a U.S. license to make automobile mirrors which are adjustable from inside the car, together with speedometers and similar instruments and gages, steering wheels, rewind starters and hose clamps.

Write to Gustav Magenwirth K.G., P.O. Box 30, 7417 Urach, Wuerttemberg, Germany.

Production of pipelines, heating units requested

A Dutch firm engaged in the installation of central-heating equipment in industrial and apartment buildings is interested in licensing rights or entering into a joint venture to produce industrial pipelines as well as air-conditioning and heating installations.

Contact N.V. Technisch Bureau Beuker, 524 Keizersgracht, Amsterdam, The Netherlands.

Aussie firm seeks output of hardware, metal items

A "down under" firm is looking for a number of U.S. hardware products to manufacture under a licensing agreement. These include: (1) Household faucets new to Australia—such as faucets with mixing valves; (2) specialized industrial and household fittings in cast brass, forged brass and fabricated copper; (3) items and components for industrial and household uses and for the motor industry which have a substantial portion of zinc, aluminum or magnesium.

Write to Hardware Holdings, Ltd., 63-79 Queensbridge St., South Melbourne, Victoria, Australia.

GALVANIZED WARES WANTED

A manufacturer of galvanized household wares and garden and farm implements wishes to manufacture related articles in France under U.S. licenses. Ets. Joyaux Aine & Cie, Avenue de Bourranville, Merignac, Gironde, France.

Want preliminary bids for paper board plant in Ceylon

The Government of Ceylon, Ministry of Finance has called for preliminary bids on a tender for the supply and installation of equipment for a paperboard plant. The bid deadline is March 10.

The paperboard plant will be an integrated part of the pulp and paper mill operated by the state-owned Eastern Paper Mills Corporation at Valaichchenai in the Eastern Province of Ceylon. The new plant will utilize the chemical preparation plant and electric power genrating equipment of the existing pulp and paper mill and will have a capacity of 9,000 long tons of finished paperboard per year.

Firms seeking further information beyond that contained in the preliminary specifications should contact Eastern Paper Mills Corporation, No. 70 York Street, P.O. Box 1367, Colombo. All bids must be sent to the Permanent Secretary, Ministry of Commerce and Industries with a copy to the firm Chairman.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Broadcast transmitters to be purchased in Tehran

Medium wave broadcasting transmitters are to be installed at 8 locations in Iran. The Iranian Ministry of Posts Telegraphs and Telephones in Tehran has issued conditions and specifications for tenders to supply and install them. Three locations will each require a 100 KW, and a 10 KW, transmitter, plus diesel power generating sets. Five other sites will require 10 KW transmitters, which will act as backup transmitters to existing units.

The work is to be covered in one contract, on a turn-key basis, including spares, antenna systems, operational accessories, and technical assistance to the buyer.

The bid deadline for submitting tenders is May 20. Copies of the conditions and specifications may be obtained from the buyer. Copies of the bid documents are available on a short loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: Area Code 202- WO 7-4036).

Bids for Analog computer in Australia asked

Tenders are asked for the supply and installation of a general purpose analog computing system and associated peripheral and maintenance equipment in Australia.

The Secretary, Commonwealth Scientific Industrial Research Organization (C.S.I.R.O.), 314 Albert Street, East Melbourne, C.2, Victoria, Australia, has issued Specification No. H. O. 32, with a bid deadline of February 28.

Copies of H. O. 32 and tender may be obtained from the Australian Scientific Attache, Sibley Elliot, DuPont Circle Building, Suite 931, 1346 Connecticut Avenue, Washington, D.C. (Telephone: 202-387-0291).

Spain to ask for new seaport bids

The Spanish State Gazette recently announced government authorizations for the purchase of equipment for several Spanish seaports. It is anticipated that the Gazette will publish a formal call for bids on this equipment in approximately two or three months.

The Ministry of Public Works received authority to purchase 150 fork lift trucks for use in various ports; $1,337,583 was budgeted for this purchase. Interested firms should contact Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid.

For the Port of La Coruna, $12,937 has been budgeted for the procurement of a loading shovel. Interested firms should contact Junto de Obras y Servicios del Puerto de la Coruna, La Coruna, Spain.

The Port of Seville has been authorized to procure a mechanical sweeper, amount budgeted $15,833. Interested companies should contact Junta de Obras y Servicios del Puerto de Seville, Seville.

The Port of Santa Cruz de Tenerife has been alloted $304,000 for the purchase of eight portal cranes. Interested suppliers should contact Junta de Obras y Servicios de Puerto de Santa Cruz de Tenerife, Santa Cruz de Tenerife, Canary Islands.

In each of the above cases, correspondence is preferred in Spanish. It is believed that specifications for the above items will be available from the addresses given in each instance.

UAR announces tender for air separation plant

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha Street, Garden City, Cairo has announced Tender No. 21/64, bid deadline April 6, for the installation of a complete air separation plant.

The plant will be installed at the Mostorod Works of the Industrial Gases Company adjacent to an existing air separation plant supplied by the S.I.O. Company of Italy. The tender not only calls for the supply and installation of the plant, but also for the starting up and testing of the plant and the training of appropriate personnel.

A copy of the tender is available on a short-term loan basis to firms located in the United States from the GIEC Division, BDSA-323, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Turkey extends deadline

The Turkiye Cimento Sanayii T. A. S., Ataturk Bulvari 211, Kavaklidere. Ankara, has announced the extension of the bid deadline on the second phase of a cement plant expansion from February 10 to February 26 (INTERNATIONAL COMMERCE, January 27, p. 53).

Shafts furnaces; quarrying equipment wanted for Nigeria

Two or 3 shaft furnaces for the production of clinker are wanted by the Anglo-Canadian Cement Limited, Apapa, Nigeria. They wish to attain a daily capacity of somewhere around 500 tons. The furnaces must be designed to operate on Bunker-C-Oil, since this fuel is expected to become available from Nigeria on the completion of a refinery presently being built.

The company is also interested in purchasing machinery for quarrying limestone. A deposit exists 40 miles from the plant that will supply raw material for the shaft furnaces. It has currently been producing cement from imported gypsum and imported Portland Cement clinker but it is the intention now to produce the clinker locally.

Bidders must be prepared to accept installment payments.

Interested manufacturers contact the Anglo-Canadian Cement Limited, 9 Creek Road, P.O. Box 79, Apapa, Nigeria.

D-iron shackles needed for Iraq

The Directorate-General of Municipalities, Ministry of Municipal and Rural Affairs, Baghdad, invites bids for the supply of 60,000 galvanized D-iron shackles with bolts and nuts and 70,000 galvanized bolts and nuts. The tender is Notice No. 6. Bid deadline is March 24.

Terms and specifications may be obtained from the named agency at a cost of ID 2 ($5.60) plus airmail charges.

A copy of the terms and specifications is available to firms located in the U.S. on a short term loan basis from the Building Materials and Construction Industries Division, U.S. Department of Commerce, BDSA-306, Room 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Extend Cairo bid deadline

The bid deadline for the polyacrylonitrile fiber plant for Cairo, Tender No. 17 has been changed from January 4, to April 1. (INTERNATIONAL COMMERCE, Dec. 2, p. 43, Dec. 30, 1963. p. 26).

Peru invites bids for highway construction

The Public Works Ministry, Bureau of Roads, Lima, invites bids for the remodeling and paving of the 650 kilometer Nazca-Abancay-Cuzco highway at a cost of $19.8 million.

In order to be eligible to bid. interested firms must apply to the Bureau of Roads for preliminary qualification by March 20. Prequalification forms are available from all Peruvian embassies.

The bid deadline is May 19; a guarantee deposit of S/5.3 million ($198,000) is required.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

SPAIN—All varieties of dried beans; importer, wholesaler, agent requests price quotations cif Spanish port. Direct purchase and agency. Promotora Comercial y Financiera, S.A., Ríos Rosas No. 11, Madrid (3). WTD 8/8/63.

013 Livestock Farms

ITALY—Slaughtered and live lamb raised for breeding purposes, requests replies in Italian. Vacchino & Ferrero, (importer, wholesaler), via Nicomede Bianchi, II, Turin.

019 Commercial Farms

PHILIPPINES—Vegetable, flower seeds. Direct purchase and agency. G. Miranda & Sons, (importer, wholesaler, retailer), 1887 Claro M. Recto Ave., Bx 2930, Manila. WTD 7/24/63.

200 Food Products

KENYA—Syrup suitable for biscuit manufacture. Approx. requirement 2 tons month in bulk packing. M. Manji, Managing Director, House of Manji Ltd., P.O. Box 30395, Nairobi. WTD 1/21/64.

Glucose 45° b.p., for the manufacture of confectionery. Approx. requirement 40 tons. M. Manji, Managing Director, House of Manji Ltd., P.O. Box 30395, Nairobi, WTD 1/21/64.

201 Meat Products

TRINIDAD, W.I.—All types of pickled meats. Importer, wholesaler requests replies from suppliers. Direct purchase and agency. De Montbrun & Co., 6 Charlotte St., Port of Spain. P.O. Box 760. WTD 10/28/63.

■ **TURKEY**—Wet salted U.S.A. native steer croupons, cut about 42/43% from packer native steer hides, average 35/38 lb., about 5% seconds, about $14,700. Import license No. 002685. Ihsan Sari, Deri ve Kosele Fabrikasi, Kazlicesme, Guderi Sokak 2/4, Istanbul.

■ Wet salted U.S.A. cattle hides and/or butts of big packer, best and good packer, 90/100% steer hides, 72/80 lb., butts 34/38 lb.; approx. $12,700. IL No. 2684. Muhlis Polatkilic, Demirhane Cad. No. 67, Kazlicesme, Istanbul.

■ U.S.A. wet salted packer steer croupons, cut from cattle hides weighing 50 lb. and over, at 43/44%, plump, free of bellies and shoulders, average 36/40 lb. max. 10% seconds and max. 10% grubs; U.S.A. wet salted packer steer hides, average 70/80 lb., approx. $7,400. IL No. 002683. Dimitri Triyandafilidi ve Mahdumu Kollektif Sirketi, Kazlicesme, Kosele Sok. 4-6, Istanbul.

■ Wet salted U.S.A. native steer croupons, cut about 42/43% from packer native steer hides, average 35/38 lb., about 5% seconds. Approx. $15,900. IL No. 002686.

Above for Loan No. 277-356-3001. U.S. source. Quotation date February 28. SBC-61.

203 Canning, Preserving Foods

BELGIUM—Preserved fruit pulp or canned syrup, packed in largest available containers for distribution to industrial users such as bakers, candy makers. Fruits desired include apricots, peaches, oranges. Etablissements Markelbach & Corne S.A., (importer, distributor), 24 Lange Herentalsestraat, Antwerp. WTD 9/30/63.

FRANCE—Preserved, canned peaches, pineapples. Direct purchase and agency. Societe Robert Vernier, (importer, dealer), 15 rue du Louvre, Paris 1er. WTD 1/2/64.

Pulses. Conserverie de Touraine, (manufacturer), Marnay, par Azay-le-Rideau (Indre & Loire). WTD 12/20/63.

SURINAM—Frozen shrimp. Universal Agencies, (export, import), P.O. Box 468, Paramaribo. WTD 9/17/63.

SWITZERLAND—Canned shrimps, medium, Louisiana type; canned real turtle soup. Jean Haecky, Importation S.A., (importer, wholesaler), 12-18 Laufenstrasse, Basel 18. WTD 3/27/63.

204 Grain Mill Products

GERMANY—Millet seed for animal food; bird seed; grass seed. Direct purchase and agency. Wilhelm Schoell K.G., Stuttgart-Plieningen, Goezstrasse 10. WTD 12/16/63.

PHILIPPINES—Poultry feeds. Acosta Food Products, Inc., (manufacturer, processor, exporter), 311 Newton, Buendia, Makati, Rizal. WTD 10/29/63.

SPAIN—Barley, corn (yellow flint No. 2); importer, wholesaler, agent requests specifications and price quotations cif Spanish port. Direct purchase and agency. Promotora Comercial y Financiera, S.A., Ríos Rosas No. 11, Madrid (3). WTD 8/8/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

208 Beverage Industries

GERMANY—Malt. Henninger Braeu K.G., 64 Wendelsweg, 6 Frankfurt/Main. WTD 1/23/64.

209 Food Preparations

FRANCE—Almonds, dried raisins, honey, cocoa butter, powder. Direct purchase and agency. Societe Robert Vernier, (importer, dealer), 15 rue du Louvre, Paris 1er. WTD 1/2/64.

Soya bean lecithin. Direct purchase and agency. Societe Robert Vernier, (importer, dealer), 15 rue du Louvre, Paris 1er. WTD 1/2/64.

GERMANY—Sperm oil, neat's foot oil. Zschimmer & Schwarz, (manufacturer), 4-5

Alte Braubacher, 5420 Oberlahnstein. WTD 1/23/64.

SPAIN—Soybean meal, meat meal, blood meal; importer, wholesaler, agent requests specifications and prices cif Spanish port. Direct purchase and agency. Promotora Comercial y Financiera, S.A., Ríos Rosas No. 11, Madrid (3). WTD 8/8/63.

SWITZERLAND—Any kind of strictly kosher food. L. Heymann. Lebensmittel, (importer, retailer), Leimenstrasse 31, Basel.

210 Tobacco Manufacturers

MOROCCO—Cigarettes, cigars. Ets. David S. Bergel & Son, S.A., 12 rue Raphael, Tangier. WTD 9/19/63.

214 Tobacco Stemming, Redrying

MOROCCO—Tobacco leaf for the manufacture of cigarettes, cigars. Ets. David S. Bergel & Son, S.A., 12 rue Raphael, Tangier. WTD 9/19/63.

220 Textile Mill Products

ENGLAND—Net fabrics of cotton, nylon/lurex, suitable for bridal and formal dress wear. Wide and narrow widths. Direct purchase and agency. Lewis Sandford and Co., (sales agent), "Gordon House", 37 Welbeck St., London, W.I. WTD 1/17/62.

FIELD OFFICE PHONE NUMBERS

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below:

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO. 241-7900
DALLAS, TEXAS. RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office telephone numbers will be found on this page.

ECUADOR—Truck weighing machines, stationary and portable. Direct purchase. TT-71.

GERMANY—Slide projectors, 8 mm. motion picture projectors, related products. Direct purchase. TT-72.

IRAN—Bookbinding cloth, ex stock lots, 2-yard pieces and up; on rolls ex mill, no flats; different colors, including white, c&f Khorramshahr. No offers will be considered from exporters unless they are agents appointed by the factory. All offers to be accompanied by samples. Direct purchase. TT-73.

JAPAN—Regulators: gas, liquefied petroleum; hydrogen, oxygen, nitrogen; respiration. Direct purchase. TT-74.

NETHERLANDS—Automotive and industrial brass fittings; hydraulic steel fittings. Direct purchase. Desires exclusive representation for the Benelux countries; requests replies from manufacturers only. TT-75.

NORWAY—Vibrators, 1-2 gallons and smaller; personal safety devices, such as dust masks, respirators, goggles, gloves; for use in paint workshops. Drying equipment, infra-red and other, for automobile paint workshops. Direct purchase. TT-76.

PAKISTAN—Road-building machinery; earth-moving equipment. Direct purchase and agency. TT-77.

SOUTH AFRICA—Oil burners: gravity, rotary cup and pressure jet burners to handle fuels in viscosity ranges 30-35 seconds Redwood 1 at 100° F. and 700-900 seconds Redwood 1 at 100° F. Direct purchase and agency. TT-78.

SPAIN—Agricultural machinery and/or equipment for applying or erecting plastic devices for farm operations, such as: tents, bags, or other plastic covering for fumigating trees, bushes and gardens or protecting them from hazards like hail and frost; hothouses and plant propagation bins. Requests information on systems for such operations. Desires exclusive distributorship. TT-79.

SWITZERLAND—General laboratory, university, medical supplies. Direct purchase. TT-80.

ITALY—Pure cotton fabrics and mixed fabrics used in the manufacture of rainwear; summer slacks; all kinds of fabrics for the manufacture of men's and women's summer clothing; Direct purchase and agency. Marcello Pini, (sales agent), 1 via Gustavo Modena, Florence. WTD 1/28/64.

MOROCCO—All kinds of fabrics used by manufacturers of women's underwear and men's trousers. Quintero S.A., 2 rue Waller, Tangier.

SWITZERLAND—All kinds of furnishing and upholstery material. Direct purchase and agency. E. Roelli & Co. AG., (importer, wholesaler, manufacturer, representative), Wassergasse 23, St. Gallen. WTD 12/5/63.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Sheets, blankets, towels, house linen. Societe Toulemonde-Bochart, (importer, dealer), 62 bld Sébastopol, Paris 3e. WTD 12/30/63.

MOROCCO—Textiles of all kinds, principally printed flannel. Quotations cif Casablanca; requests replies in French. S. M. Benchétrit, 13, rue Mostafa el Maani, Casablanca, WTD 8/21/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

MOROCCO—All types of yard goods such as rayon, nylon, staple fiber. Quotations cif Casablanca; requests replies in French. E.D.A.C. (importer), 69, rue Abdallah Almédiouni, Casablanca. WTD 9/26/62.

223 Broad Woven Fabric Mills, Wool

IRAN—Haircloth: Ex stock lots, sold at cheap prices in lb. weights, from pieces of 1 yd. and up; rough, hairy quality material; haircloth: on ordering basis, sold by yard. All prices to be on c&f Khorramshahr basis. Offer considered from exporter who is appointed agent by factory. All offers to be accompanied with samples. Malekzadeh & Partners (importer, wholesaler, commission agent), No. 9 Seraye Hadji-Hassan, Bazaar, Tehran. WTD 12/19/63.

226 Dyeing, Finishing Textiles

IRAN—Artificial suede or suedine: Ex stock lots from 1 yd. pieces and up, in medium and first class quantities, to be sold by lb. weight. All prices to be on c&f Khorramshahr basis. Offers considered from exporter who is appointed agent by factory. All offers to be accompanied with samples. Malekzadeh & Partners (importer, wholesaler, commission agent), No. 9 Seraye Hadji-Hassan, Bazaar, Tehran. WTD 12/19/63.

227 Floor Covering Mills, Products

GERMANY—Carpets, rugs, all kinds. Wilhelm Krueger & Co. (manufacturer, wholesaler), 10-14 Bahnhofstrasse, 35 Kassel.

228 Yarn, Thread Mills, Products

PHILIPPINES—Polypropelene thread or yarn. Zip Manufacturing Enterprises, (manufacturer, exporter), 4801 Old Sta. Mesa, Sampaloc, Manila. WTD 12/17/62.

■ **TURKEY**—Synthetic yarns for knitting, weaving and hosiery, 60/1,70/1, 60/2, 70/2. No. 48,800. IL No. 2689. Another order, same, except $22,000. IL No. 2669. Elia Kapuano ve Mahdumu Kollektif Sirketi, Fincancilar Caddesi No. 8, Istanbul.

■ Rayon viscose and acetate yarn, 100, 120 den., raw or dyed, inferior qualities, approx. $7,800. IL No. Mustafa Gunes, Fincancilar Ak Han No. 13, Istanbul. Cable quotations acceptable.

■ Nylon stretch yarns, 70/2 natural and dyed, approx. $10,000. Import license No. 002660. Mustafa, Ipekci, Mercan, Tacirhan Sok, Kazova Han Kat 3 n. 5, Istanbul.

■ Nylon yarn, 40/13/0 natural, 60/17/0-60/20/0, 70/17/0-70/20/0; nylon stretch yarn, natural and dyed, 60/2, 70/2, 90/2; approx. $12,300. IL No. 2662. Testas Ticaret ve Sanayi, A. S., Topkapi Maltepe Gumussuyu Caddesi No. 24, Istanbul.

■ Synthetic yarns, bright or dull/semi-dull, standard, substandard, or first quality, 30, 40, 50, 60, 70, or 100 den. on cones; viscose or acetate/bemberg yarns bright or dull, standard, sub-standard, or first quality, 60, 75, 100, 120, 150, 200 or 300 den., colored or uncolored, approx. $7,000. IL No. 2672. Yasef Benezra, Cakmakcilar Subullu Han No. 16, Istanbul. Cable: YASEF BENEZRA.

■ Synthetic yarns for knitting, weaving, hosiery, 60/170/1, 60/2, 70/2; approx. $21,400. IL Nos. 2678, 2666, 2670. Elia Kapuane ve Mahdumu Koll. Sti., Fincancilar Caddesi No. 8, Istanbul.

■ Nylon stretch yarn, 70/2 natural and dyed, $6,200. IL No. 002659. Lustafa Ipekci, Mercan, Tacirhane Sokak, Kazova han kat 3 n. 5, Istanbul.

■ Nylon yarns, 60-70 den., 18 filaments, semi or dull on cones, $5,900. IL No. 002668. Benko Dokumacilik Ltd., Sirketi, Sultanhamam, Asirefendi Caddesi, Gurun Han No. 125, Istanbul.

Above for PA No. 277-356-3001. Limited world wide (901). Quotation date February 28. SBC-61.

229 Textile Goods

FRANCE—Nylon wastes. Societe Parisienne de Tissage "Sopati," (importer, dealer), 14 rue du Helder, Paris. WTD 11/8/61.

NEW ZEALAND—Hessian like (burlap) backing for rubber carpet underlay in lots of 10,000 yd. 54"-55" in width. Requests price quotations, illustrative literature. New Zealand Government Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

233 Women's, Misses', Juniors' Outerwear

GERMANY—All kinds of ladies' outerwear, such as dresses. Unit prices. Modehaus Hilde Bossert, 7530 Pforzheim, Industriehaus. WTD 1/24/64.

NETHERLANDS—Ladies' ready-to-wear clothing, imitation fur coats, sportswear, dresses. Direct purchase and agency. Andre Hoelen, (importer), 90 de Lairessestraat, Amsterdam.

234 Women's, Misses', Children's, Infants Undergarments

GIBRALTAR—Lingerie—children's, misses', women's—all kinds. Dalamal, Ltd., (Sevilla), (importer, exporter, retailer), 67 Main St., Gibraltar. WTD 10/15/63.

JAPAN—Brassieres. Direct purchase and agency. The Tokai Trading Co., Ltd., (importer, exporter), 33 Kaigan-dori 2-chome, Ikuta Ku, Kobe. WTD 1/20/64.

235 Hats, Caps, Millinery

JAPAN—Fur-felt hats, men's. Direct purchase and agency. The Tokai Trading Co., Ltd., (importer, exporter), 33 Kaigan-dori 2-chome, Ikuta Ku, Kobe. WTD 1/20/64.

239 Fabricated Textile Products

GERMANY—Drapery fabrics, printed and one color; window curtain material. Wilhelm Krueger & Co., (manufacturer, wholesaler), 10-14 Bahnhofstrasse, 35 Kassel.

JAPAN—Bodies and lace for ladies' hats, braids for summer hats. Request reply from manufacturers. Direct purchase and agency. The Tokai Trading Co., Ltd., (importer, exporter), 33 Kaigan-dori 2-chome, Ikuta Ku, Kobe. WTD 1/20/64.

SWITZERLAND—Curtain, drapery material by the yd. Direct purchase and agency. E. Roelli & Co. AG., (importer, wholesaler, manufacturer, representative), Wassergasse 23, St. Gallen. WTD 12/5/63.

241 Logging Camps, Logging Contractors

PHILIPPINES—Logging blocks. B. Benedicto & Sons Co., Inc., (importer, wholesaler, retailer), P.O. box 2597, Manila. WTD 7/9/62.

242 Sawmills, Planing Mills

ITALY—Douglas fir Oregon, Yellow Pine (special Genoa Prime) lumber; sizes: thickness 2", 2½", 3", 4"; width 4" and over; length 6" and over. Request quotations c.i.f. Italian port. Vincenzo Scannapieco, (importer of and dealer in lumber and plywood), via Tiburtina 872, Rome.

JAPAN—Hickory ski billets or blanks. Fuso Trading Co., Ltd., (import, export), 2, 4-chome, Tsukiji, Chuo-ku, Tokyo. WTD 9/12/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wood buildings, panels, sections thereof. Fabricated frames, framing, windows, doors, structural elements of various types for the building trade, including exterior millwork, other types of construction products. Direct purchase and agency. Etablissements Lasserre, (wholesaler, sales agent), 14-22 Rue des Martyrs, Toulouse, Haute-Garonne. WTD 1/28/64.

251 Household Furniture

FRANCE—Kitchen equipment for restaurants, hotels, hospitals. Direct purchase and agency. Ets. Guglielmoni, (manufacturer, dealer), 89-91 rue Cartier Bresson, Pantin (Seine). WTD 12/19/63.

GERMANY—Garden, camping furniture made of steel and plastics. Metallwarenfabrik G. Kling, (manufacturer), 6921 Helmstadt/Baden, Hauptstrasse 18. WTD 4/23/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

MOROCCO—200 second-hand beds, iron frame preferred, but army canvas cots acceptable; second-hand laundry and kitchen equipment for facilities with a capacity of 300 persons. Requests lowest prices possible; replies in French or Spanish. "Amalat," City Government, Tangier.

252 Office Furniture

SPAIN—Office furniture, metal, desks, chairs, record filing cabinets, vaults, safes. Jose Luis Bernardi, (importer, wholesaler, retailer, agent), General Marina 9, Melilla.

253 Public Building Furniture

GERMANY—Brass candelabras, candlesticks, altar bells. Carl Lipp O.H.G., (manufacturer), Kirchliche Geraete, 707 Schwaebisch Gmuend, Bahnhofstrasse 14/2. WTD 4/23/62.

259 Furniture, Fixtures

FRANCE—Kitchen equipment for restaurants, hotels, hospitals, serving tables made of wood or metal. Direct purchase and agency. Ets. Guglielmoni, (manufacturer, dealer), 89-91 rue Cartier Bresson, Pantin (Seine). WTD 12/19/63.

261 Pulp Mills, Products

PHILIPPINES—Wood pulp. Arco Pulp & Paper Mills, Co., Inc., (manufacturer), Barrio Almanza, Las Piñas, Rizal. WTD 5/10/62.

■ **VIETNAM**—Mechanical wood pulp, 600 mt. Limited world wide (901). Quotation date March 2. Cong Ty Giay Va Hoa Pham Dong Nai, 17 Ben Chuong Duong, Saigon. Offers reviewed on c&f basis only; fob, freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Firm offers to be either for entire procurement or part and to be accompanied by samples in sufficient quantity to enable lab tests; complete analysis comprising ash, chlorine number, average fiber length, brightness GE; strength evaluations (tear, burst, fold, tensile strength) with indication of testing conditions and testing instrument employed; c.f. Saigon quotation detailing fob price and cost of ocean freight, insurance excluded. SBC-60.

263 Paperboard Mills, Products

GERMANY—Kraft liner; fluting paper. Heinrich Bullinger, (manufacturer), Wellpappenfabrik, 7132 Illingen/Wuertt. WTD 8/29/63.

273 Books

ENGLAND—Educational books and materials of all kinds. Agency and direct purchase. Martin Scholastic Service Ltd., The Red House, Leatherhead, Surrey. WTD 12/20/63.

Books, on aircraft only. Agency. Graham K. Scott, (importer, exporter, retailer), 84 Grosvenor Rd., Muswell Hill, London, N.10. WTD 12/24/63.

GERMANY—Medicine, natural science books, publications. Franz Pietzcker, Buchhandlung fuer Medizin und Naturwissenschaften, 74 Tuebingen/Neckar, Neue Strasse 15. WTD 12/31/63.

Scientific books, magazines. Fremdsprachenbuchhandlung Gebrueder Wetzlar, (importer, retailer), 69 Heidelberg, Ploeck 91, WTD 1/14/64.

Architecture, civil construction books, trade journals. Karl Kraemer, Fachbuchhandlung und Verlag, (manufacturer, importer, exporter, retailer), 7 Stuttgart-W, Rotebuehlstrasse 40. WTD 12/23/63.

New, used history books (in English) of the Middle-Ages, church, judicial systems, trade; sociology; direct purchase and/or agency. Hermann Kullmann (Armarium), 1 Stresemannstrasse, 4 Duesseldorf. WTD 1/9/64.

MALAYSIA—Technical and scientific books for higher studies; approx. order, M$10,000 monthly. Ensign Book Store (Malaya) Ltd. (importer, exporter, retailer, periodicals, magazines, stationery, greeting cards), No. 54 Jalan Pudu, Kuala Lumpur. WTD 8/8/62.

NETHERLANDS—Scientific books. Gysbers & van Loon Antiquariaat & Importboekhandel (importer, retailer), 7A Bakkerstraat, Arnhem. WTD 12/30/63.

281 Industrial Chemicals

GERMANY—Acetone (synthetic), urea. Zschimmer & Schwarz, (manufacturer), 4-5 Alte Braubacher, 5420 Oberlahnstein. WTD 1/23/64.

HONDURAS—Medicinal chemicals for the manufacture of pharmaceuticals. A list describing type of raw materials desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO. 7-4674. Laboratorios Finlay, S.A. (manufacturer), 3a. Avenida N. O., No. 57, San Pedro Sula. WTD 1/27/64.

JAPAN—Porous Teflin (hydrofluoric resin). United Service Corp. (importer), Rm. 214 Sanshin Bldg., No. 10, Yuraku-cho 1-chome, Chiyoda-ku, Tokyo. WTD 1/29/64.

PHILIPPINES—Chemical additives (bodying and floating agents). Mr. Mack M. Houshmand, Executive Vice-President, Pacific Products, Inc., (manufacturer, processor, exporter), Finch Drive, Cainta, Rizal; Box 2081, Manila. WTD 4/27/63.

Chemicals for pulp and paper making. Mr. A. C. Santos, Jr., Vice-President, Arco Pulp & Paper Mills, Co., Inc., (manufacturer), Barrio Almanza Las Piñas, Rizal. WTD 5/10/62.

PORTUGAL—Chemicals, reagent, organic, inorganic for medical, industrial, research use; importer, wholesaler, retailer, commission merchant requests replies from manufacturers. Direct purchase and agency. SETA-Sociedade de Apetrechamento de Laboratorios e Industrias, Lda., 726-2° Esq. Rua de Sa da Bandeira, Oporto. WTD 1/21/64.

282 Synthetic Materials

GERMANY—Plasticizers; synthetic resins; pigments for the production of paints and lacquers. Price quotations cif European ports. Herbig-Haarhaus AG., (importer, manufacturer), 198-226 Vitalisstrasse, 5 Koeln-Bickendorf. WTD 1/17/64.

MOROCCO—Nylon yarn, rayon yarn, staple fiber yarn, all sizes. Quotations cif Casablanca; requests replies in French. S. M. Benchétrit, 13, rue Mostafa el Maani, Casablanca. WTD 8/21/63.

SWEDEN—Polyester film, all gauges, for packaging; Polypropylene film, all gauges for packaging, lamination. Direct purchase and agency. AB R. Lundberg, (agent, wholesaler), Box 104, Malmö 1. WTD 11/19/63.

All kinds of plastic materials; polyvinyl chloride, polythene, nylon in bands, films. IKO Kabelfabrik AB, (manufacturer), Postfack, Grimsås. WTD 1/16/64.

■ **TURKEY**—High styrene synthetic rubber, 50%; synthetic rubber, polychloroprene not modified by sulphur, made stable by thiurame disulphur; cold rubber SBR type 1708, general purpose, oil extended 37.5 parts naftanic, bound styrene 22.5/24.5; synthetic rubber, type 1502, a butadiene styrene copolymer emulsion polymerized at approx. 41 F using a mixture of fatty and rosin acid soaps, coagulated by salt acid, containing non-staining antioxydant; synthetic rubber butadiene acrilonytrile copolymers, $20,000, cif. Import License No. 002796. Derby Lastik Fabrikasi A.S., Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul.

■ Nylon stretch yarn, 60/2, 70/2 den., natural and dyed on cones, $10,000. Izmir Corapcilik Komandit Sirketi, 1339 Sokak No. 12, Izmir. IL No. 112068/647.

Above for Loan No. 277-H-043. U.S. source. Quotation date March 2. SBC-57.

283 Drugs

ITALY—Pharmaceutical raw materials, mainly steroids, vitamins, wide range antibiotics. Direct purchase and agency. Farnova-Instituto Biochimico S.p.A. (manufacturer), via G. Massaia 1, Novara.

SPAIN—Pharmaceutical, medicinal preparations for human use. Jose Luis Bernardi, General Marina 9, Melilla.

Vitamins, other chemical additives, used in preparation of animal feed; importer, wholesaler, agent requests specifications, prices, cif Spanish port. Direct purchase and agency. Promotora Comercial y Financiera, S.A., Rios Rosas No. 11, Madrid 3. WTD 8/8/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—Permanent waves, color rinsings, hair preparations. Please quote cif prices. Ets. LIPS (manufacturer, wholesaler, exporter), 121 Lange Herentalsestraat, Antwerp. WTD 1/27/64.

JAPAN—Tooth pastes, tooth brushes, hair tonics, cosmetic creams, household soap, shampoos. Kawai & Co., Ltd. (Kawai Bussan K.K.) (importer), 125 Okusawa-cho 1-chome, Tamagawa, Setagaya-ku, Tokyo.

NETHERLANDS—Cosmetics: creams, cleansing, foundation, lubricating; lip preparations; oils; rouges; nail lacquers; manicure preparations. Direct purchase and exclusive agency. G. P. Hirsch (sales agent), 157 Simon Stevinweg, Hilversum. WTD 9/20/63.

SPAIN—Dental creams, face powder, cosmetic creams, lotions, balms, rouges, depilatories, deodorants, hair preparations. Jose Luis Bernardi, (importer, wholesaler, retailer, agent), General Marina 9, Melilla.

287 Agricultural Chemicals

MOROCCO—Complete range of insecticides, fungicides, fumigants, herbicides for agricultural purposes. Quotations Casablanca. Etablissements Pierre My, (importer), 433 Blvd. Mohammed V, Casablanca. WTD 9/24/62.

PHILIPPINES—Prepared fertilizer mixtures. Direct purchase and agency. G. Miranda & Sons, (importer, wholesaler, retailer), 1887 Claro M. Recto Ave., Box 2930, Manila. WTD 7/24/63.

SPAIN—Insecticides. Jose Luis Bernardi, (importer, wholesaler, retailer, agent), General Marina 9, Melilla.

289 Chemical Products

SWEDEN—Masonry seals, similar products. Direct purchase and agency. Nordisk Oljekemikali AB, (agent, manufacturer, retailer), Kungsgatan 32, Göteborg C. WTD 3/20/63.

295 Paving, Roofing Materials

AUSTRALIA—Brick siding in rolls and panels in brick and stone designs made of laminations of wood pulp, asphalt with brick granual surfacing. Prices should be quoted cif Sydney. Mr. R. M. Brooker, Brixon, (building construction), 111 Macleay St., Potts Point.

MOROCCO—Raw felt, 60/80% rags, capable of absorbing its weight in asphalt during processing, 180 grams, 320 grams, 450 grams per sq. meter, 1 meter wide, 150/250 kilo rolls. Quotations Casablanca; requests replies in French. Etanchéité et Isolation, (manufacturer), 67 rue des Beni-Amar, Casablanca.

PORTUGAL—Modern construction architectural materials, specially for roofing, paving, paneling; importer, wholesaler, retailer, commission merchant requests replies from manufacturers. Direct purchase and agency. SETA-Sociedade de Apetrechamentos de Laboratórios e Industrias, Lda., 726-2° Esq. Rua de Sá da Bandeira, Oporto. WTD 1/21/64.

299 Petroleum Products

PHILIPPINES—Petroleum solvents. Pacific Products, Inc., (manufacturer, processor, exporter), Finch Dr., Cainta, Rizal; Box 2081, Manila. WTD 4/27/63.

306 Fabricated Rubber Products

CHILE—Vehicle rubber belting, rubber parts, raw material for use in rubber industry; direct purchase and agency. Luis Philipps G., "Casa Cruzeiro" (importer, manufacturer), Galvez 91, Santiago. WTD 1/7/64.

307 Plastic Products

FRANCE—Plastic snake imitation fabrics; requests replies in French. A sample of the type material desired is available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202 WO. 7-4674. Societe Nouvelle des Textiles, (manufacturer), 4 rue Papillon, Paris 9e.

311 Leather Tanning, Finishing

FRANCE—Leather goods—all kinds. A. Lamarthe, (manufacturer, dealer), 12 rue Charlot, Paris 3e. WTD 1/16/64.

322 Glass, Glassware

FRANCE—Glass tableware for kitchen, restaurant, hotel, hospital. Direct purchase and agency. Ets. Gugliemoni, (manufacturer, dealer), 89-91 rue Cartier Bresson, Pantin (Seine). WTD 12/19/63.

HONDURAS—Glass bottles, ampules. A list describing type bottles desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. Laboratorios Finlay, S. A. (manufacturer), 3a. Ave. N.O., No. 57, San Pedro Sula. WTD 1/27/64.

PORTUGAL—Laboratory glassware; importer, wholesaler, retailer, commission merchant requests replies from manufacturers. Direct purchase and agency. SETA-Sociedade de Apetrechamento de Laboratorios e Industria, Lda., 726-2° Esq. Rua Sa da Bandeira, Oporto. WTD 1/21/64.

325 Structural Clay Products

CANADA—Ceramic wall tile. Firm seeks exclusive agency for products, suitable for chain and department stores. Kovac Art Creations Ltd. (manufacturer, exporter, importer), 3121

36th Ave., Ville St. Michel, Quebec. WTD 1/9/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

■ **INDIA**—Graphite anodes, size 1⅛x8.46″, grade AGLX-58, machined, 2,640 pcs. Ref. No. 978069/DLF-157/62/HQ/C.G.III. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 14. Santha Chemicals Ltd., 438 Poonamallee High Rd., Kilpauk, Madras 10. Cable: KEMISANTHA, Madras. SBC-59.

331 Steel Mill Products

■ **INDIA**—Inner plate material, 20 mt.; outer plate material, 15 mt.; roller material, 10 mt.; bushing material, 10 mt.; bearing pin material, 10 mt.; connecting link spring fastener material, 0.25 mt. Ref. No. DC/217/BDL/251. IL No. P/RM/001391/R/DL/18/S/D/17/45/838. Quotation date February 29.

Above U.S. source. Loan No. 386-H-082. T.I. Diamond Chain Ltd., Ambattur, Madras 53. Cable: TICHAIN, Ambattur. Detailed specifications may be obtained from: Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave. SW., Washington 25, D.C. SBC-56.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Inner plate material, 32 mt.; outer plate material, 18 mt.; intermediate plate material, 8 mt.; roller material, 23 mt.; bushing material, 12 mt.; bearing pin material, 15 mt.; connecting link spring fastener material, 800 lb. Ref. No. DC/217/BDL/252. IL No. P/RM/001035/R/DL/18/S/D/17/45/838. Quotation date February 29. T.I. Diamond Chain, Ltd., Ambattur, Madras 53, Cable: TICHAIN, Ambattur.

■ Iron and steel mill materials, such as, mild steel thick plates, terne plates, bars, billets, sheets, sheets in coils, all in various quantities. Three orders, same. Import license Nos. P/RM/2131535/R/DL/18/C/H/17-18; P/RM/001587/R/DL/18/S/D/17/45/99; P/RM/001586/R/DL/18/S/D/17/45/99. Ref. Nos. DC/217/BDL/246; DC/217/BDL/245; DC/217/BDL/244. Quotation date March 2. The Premier Automobiles, Ltd., Agra Rd., Kurla, Bombay 70 (AS).

All the above are for loan No. 386-H-082. U.S. source. Subject to GSA Defense Materials Services procedure. Detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C., SBC-61.★

■ M.S. steel strips, 100 mt., bright cold rolled close annealed, pinch pass temper Siemens Martins, low carbon quality, for the manufacture of bicycle rims, to BS 1449/56/EN.2B, tensile strength 20/25 tons per sq. in. Loan No. 386-H-082. U.S. source. Bid deadline February 28. Ref. No. D/ENQ/910. Tender No. G/RM/000237/R/DL/18/S/D/1745/186 General Manager, Kerala Government Cycle Rim Factory, Trinvandrum 7. Specifications and conditions may be obtained from: India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-56.

■ M.S. tubes, black, American seamless, to ASTM A120-57T, grade B, in exact lengths of 20 ft., with plain ends; various sizes, schedules, diameters, wall thicknesses, weights; total 50,000 ft., c&f. Loan No. 386-H-082. U.S. source. Ref. No. 65(76)/63-082-AID.III. IL No. P/RM/213866/R/DL/18/C/H/17-18. Quotation date March 8. Jyoti Ltd., Baroda 3. Cable: JYOTIPUMPS, Baroda. SBC-56.★

■ Cold drawn seamless steel boiler and superheated tubes for designed steam temperature not exceeding 850°F; stay tubes for boiler per BSS 3059; solid drawn seamless steel tubes per BSS 806, Class A, B or C. Various diameters and thicknesses. Quotations required both fas, port of exit and c&f. Import License No. P/RM/2133105/R/DL/18/CH/17-18. Ref. No. 65(113)/63-AID.III. Loan No. 386-H-082. U.S. source. Quotation date March 6. The Indian Sugar & General Engineering Corp., (Props: The Saraswati Industrial Syndicate Ltd.), P.O. Yamunanagar. Dist: Ambala—Pb. SBC-57.★

■ Mild steel seamless tubes; chrome molybdenum seamless steel tubes; carbon steel tubes; Duralumin or aluminum tubes; various quantities, descriptions. Loan No. 386-A-055 (AID Loan No. 217). U.S. source. Quotation date March 5. Ref. No. 65(338)/63-AID.I. IL No. A-587813/61/AU-DW/CCI/HQ/RM/L.II (E). The Enfield India Ltd., Tiruvottiyur, Post Bag No. 5284, Madras 19. Cable: ENFIGLYDE, Madras. Copies of the detailed specifications may be obtained from: Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., Washington, D.C. 20523. SBC-54.

■ Mild steel plates, angles, flats, channels, specially rolled sections, bars, M.S. rounds; hexagonal bars. Various sizes, specifications, weights in kgs. Long list. Ref. No. DC/217/BDL/257. Import License No. P/RM/000224/R/DL/18/S/D/17/45/1341. Loan No. 386-H-082. U.S. source. Quotation date March 3. Construction Equipment Co., Private, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: EARTHMOVER, Bombay. SBC-55.★

■ Alloy steel rounds, heat treated, to AISI 4140, leaded and heat treated to 28-32 Rockwell C., 3″, 2¼″, 2⅝″, 2⅜″, 2 3/16″, 1 29/32″, 1⅝″, 1 5/16″, in random lengths of 10′-12′; case hardening nickel, chrome, molybdenum steel, to AISI 8620, rounds 3½″, 3¼″, 6″, 6¾″, 7″, 7½″, 8″, 8½″, 11½″, flats 11½″x1⅜″; case hardening nickel, molybdenum steel, to AISI 4620, rounds 3½″, 3″, 2¾″, 2⅜″, 2¼″, 2″, 1⅞″, 1⅝″, $8.400. Loan No. 386-H-082. U.S. source. Quotation date March 20. Ref. No. DC/217/BDL/256. IL No. DL/82/32/04201/0003. Subject to GSA Defense Materials Service procedure. Christensen-Longyear (India) Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay. SBC-54.★

■ SAE 52100 bearing quality steel tubes, 9 different sizes, total 71 tons, ASM 44, 20, 34, 5, 11, 32, 51, 23, 84, CLD 34. To certain general provisions and subject to GSA Defense Materials Services procedure. Ref. No. 65(88)/63-082/Aid(1). Import license No. P/RM/2130347. Quotation date March 12. National Engineering Industries, Ltd., Jaipur, through: American East India Corp., 25 Broadway, New York, N.Y., where inquiries and quotations should be directed.

■ Nickel F shot; 5 tons: cast steel half round curing molds for brake blocks 28″ length, 14″ width, various internal radius, male and female. Subject to GSA Defense Materials Services procedure. Ref. No. 65(6)/63-082-Aid.III. Import license No. A-546345/62. Quotation date March 10. Automobile Products of India, Ltd., Bhandup, Bombay 78(NB). Cable: APICAR, Bombay.

Above for Loan No. 386-H-082. U.S. source. SBC-59.★

■ M.S. hot rolled rimmed quality ¼″ wire rods suitable for drawing into wire for arc welding electrodes manufacture, analysis C 0.12% max., Mn .4-.7% max., Si .06% max., Su and Ph .035% max. ea., Cu less than .16%. Approx. 260 tons. Ref. No. DC/217/BDL/282. IL No. P/RM/000043/R/DL/18/S/D/17/45/1399.

■ Stainless steel wire, 8 gage and below; No. 19/9, 4 mm. approx. 2,600 lb., 3.25 mm. approx. 2,600 lb., 2.5 mm. approx. 1,300 lb.; No. 18/8, 4 mm. 3.25 mm. approx. 1,300 lb. ea. Subject to GSA Defense Materials Service procedure. Ref. No. DC/217/BDL/283. IL No. P/RM/000044/R/DL/18/S/D/17/45/1399.

Above U.S. source. Loan No. 386-H-082. Quotation date March 8. Modi Arc Electrodes Co., Modinagar. Cable: MODIARC, Modinagar. SBC-58.

■ High manganese, high tensile steel, special quality, hot rolled open hearth round bars, hot sheared ends, to Republic SAE 1045, in random lengths of 18/20 ft., dia. ranging from 1½″ to 4″, approx. 50,000 lb., cif Bombay. Ref. No. DC/217/BDL/284. IL No. P/RM/000280/R/DL/18/S/D/17/45/360. Quotation date March 8. Bharat Bijlee Ltd., Udyognagar, Nr. Kings Circle Rly. Stn., Bombay 22. U.S. source. Loan No. 386-H-082. SBC-58.★

■ Stainless steel tubes welded, inside beads removed, annealed and descaled, to AISI 304, 321, 316; seamless carbon steel pipes, to ASTM A 106-61T; seamless cold drawn low carbon steel heat exchanger and condenser tubes, to ASTM 179-61T; electric resistance welded carbon steel heat exchanger and condenser tubes, to ASTM A 214-61T; various sizes, quantities. Loan No. 386-H-082. U.S. source. Quotation date March 2. Ref. No. 65(79)/63-082-Aid.III. IL No. P/RM/2131829/R/DL/18/C/H/17.18. Larsen & Toubro Ltd., P.O. Box 278, Bombay 1. SBC-60.

■ Steel sheets to ASTM A365-62T; 0.5, 1.0, 1.2, 1.5, 2.0, 2.5, 0.6, 0.8 x 1,000 x 2,000 mm.; total 115,000 kg.; 0.4 x 56 x roll, 800 kg. Loan No. 386-H-082. U.S. source. Quotation date February 29. Ref. No. DC/217/BDL/255A. IL No. P/RM/000555/XX/18/5/D/17/45/254. M/s Philips India Ltd., Philips House, 7, Justice Chandra Madhab Rd., Calcutta 20. SBC-60.

JAPAN—Porous stainless steel. United Service Corp. (importer), Rm. 214 Sanshin Bldg., No. 10, Yuraku-cho 1-chome, Chiyoda-ku, Tokyo. WTD 1/29/64.

● **NEW ZEALAND**—Mill steel plates, 9 items, various sizes, 1570 pieces, to spec. N.Z.R.-415/5, BS-24 part 6; rolled steel disc wheels, class E, 4¼″ dia. wheel center bore, 1280 pcs., spec. N.Z.R. 467/5; carbon steel railway axles, 1275 pcs.; spec. N.Z.R.-463/5; railway tyres, 1350 pcs.; spec. N.Z.R.-462/2. Tender No. S 64/627—plates, bid deadline March 18. Tender No. S 64/676, 517 and 941, axles, wheels, tyres, bid deadline March 25. New Zealand Government Railways, Comptroller of the Stores' Office, Private Bag, Wellington, C.I. Tender documents available from the New Zealand Government, Senior Trade Commissioner & Counselor, 1145 Nineteenth Street NW., Washington, D.C.

PAKISTAN—Pig iron. Perfect Pottery Works (importers, manufacturer's representative and indenting agents), Khadim Ali Rd., P.O. Great Heart, Sialkot 3. WTD 5/11/62.

■ Machine cast foundry pig iron, $10,500. The

Bank of Bahawalpur Ltd. Quotation date March 15. Moin Impex, Marriot Rd., Karachi.

■ Electrolytic tinplates, coating 0.75, BW 107 lb., USG 30, size 18¾"x28, 75%, 20x30", 25%; $105,000. Machine Tools Manufacturers Factory, Madha Chambers, Bunder Rd., Karachi 2. Cable: STEELPOLES, Karachi.

■ Electrolytic tinplates, U.S. origin, coating, 0.75, thickness, USG 30, 107 BW, size 18¾"x28, 75%, 20x30", 25%; $105,000. M. Ahmed Din & Bros., Madha Chambers, Bunder Rd., Karachi 2. Cable: STEELPOLES, Karachi.

■ Tinplate, 0.50 lb., electrolytic, coating, 107/108 lb. base, packed in multiple steel containers weighing approx. 1 ton, full paper lined, standard wire strapped, 18⅞ x 18⅛", 20⅝ x 31⅛", 112 sheets per box, 28,428 and 11865 boxes. Esso Standard Eastern, Inc., Ocean Terminal, Guptakhal, Chittagong, E. Tinplate, 0.50 lb. electrolytic, coating 107-108 lb., 112 sheets per box, size 17⅞x28⅛"; 17,767 boxes; 20⅝ x 31⅛"; 7,415 boxes. Esso Standard Eastern, Inc., Finlay House, McLeod Rd., Karachi. Cable: INTERPURCH, New York.

Above purchases to be financed by a loan not yet authorized. U.S. source. The bank for all except the first item is The Muslim Commercial Bank, Ltd. Quotation date March 15.

■ Mill accumulations, electrolytic tinplate, unassorted, prime quality, tin coating 0.50 lb. and heavier, differential coating 25/50 and heavier, sizes 25" and over, breadth 18" and over, 80, 85, 90, 95, 100, 107/108 lb., temper 3 & 4 and/or tinplate cold reduced electrolytic, 0.75 lb. tin coating and differential coating, prime unassorted, seconds not to exceed 10% of primes, 48 different sizes, total 11,100 tons, approx. 100% U.S. flag vessels. Mercantile Bank, Ltd. Hashimi Can Co., Ltd., Manghopir Rd., Karachi. Cable: HASHIMICAN, Karachi. Quotation date March 15.

■ Electrolytic tinplate, export packed, various sizes, base weights 90-107; c&f Karachi; $629,-100. National Bank of Pakistan, E. M. Oil Mills & Industries Ltd., 33 Lakshmi Bldg., Bunder Rd., Karachi 2. Quotation date March 15.

■ Malleable pig iron, white quality, to certain analysis, 100% U.S. flag vessels; c&f Karachi; $450,000. Hyesons Steel Mills, Ltd., Adbul Hye Chambers, Dockyard Rd., Karachi 2. Quotation date March 15.

Above to be financed by a loan not yet authorized. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-42.

■ Mild Steel billets, conforming to SAE 1010 to 1030, rerolling quality, works test certificate and heat marks stamped on each billet, size 2 x 2, 2½ x 2½ and/or 3 x 3"; c&f basis; 18' and above with 10% shorts, not less than 12'; $1,260,000. Atamaqbool Industries, Ltd., 4 West Wharf Rd., Karachi 2. Cable: MAQFAIS, Karachi.

■ Malleable pig iron, white quality, to certain analysis and conditions; approx. $2,083,300. Tinplates, coke, commercial quality, sizes 18¾x28x30 BG, 20x30x30 BG; $2,083,300. Hyesons Commercial & Industrial Corp., Ltd., Abdul Hye Chambers, Dockyard Rd., West Wharf, Karachi. Cable: HYCOM, Karachi. Detailed specifications of material offered; c&f Karachi, 100% U.S. flag vessel.

Above to be financed by a loan not yet authorized. National Bank of Pakistan. Quotation date March 15. Subject to GSA Defense Materials Services procedure. SBC-42.

■ Tinplates, prime coke, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20/30, bright, soft temper; electrolytic tinplates, same, except 0.25, 0.50, 0.75 coating, $5,250; electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, unassorted, 18x24 and larger; electrolytic tinplate, 0.25 coating, bright both sides, soft temper, unassorted, 18x24 and larger, 30 G and lighter; machine cast foundry pig iron. Total license amount, $10,500; c&f Karachi, 100% U.S. flag vessels. Ref. No. L/C 566-OSB/96. Hussainali H. Jivan, 22, Karim A. Jivaji Bldg., Ireland Rd., Karachi 1.

■ Prime electrolytic tinplate, U/A, 0.50 lb. coating, 107/108 lb. base weight, 18¾x28x30 gauge, 67%, 20x30"x30 gauge, 33%, $10,500. Ref. No. L/C 566-OSB/210. Wallibhai & Co., Serai Rd., Karachi. Cable: IMPEXTRADE, Karachi.

■ Common coke tin plates, prime 1.25 lb., commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, same, size; electrolytic tinplates, 18x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper, same, but 30 gauge and lighter; $10,500. Ref. No. L/C 566-OSB/98. Husain Haji Usman, Newnham Rd., Manbhri Bldg., Karachi. Cable: SUITINGS.

■ Machine cast foundry pig iron, analysis, Si. 2.5-3.25%, Ph. .30 to 1%, Mn. 1-1.25%, Su. .05% max., C. 3.00-4.5%, $10,500. Ref. No. L/C 566-OSB/111. Abdul Majid Chawla & Sons, Serai Rd., Karachi 2. Cable: ALMUNIR, Karachi.

■ Tinplates, prime coke, 1.25 coating, U/A 107 lb. base weight, 30 gauge, 18¾x28, and/or 20x30, bright, soft temper, $21,000; electrolytic tinplates, same size, 0.25, 0.50, 0.75 coating, $10,500; electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge bright, soft temper, 18x24 and larger, $42,000; c&f on 100% U.S. flag vessel. Ref. No. L/C566-OSB/79. Kassim Sait & Sons, 179/3 Bombay Bazar, Kharadar, Karachi.

■ Electrolytic tinplate, size 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper, $10,500. Ref. No. L/C 566-OSB/109. Arshad & Co., P.O. Box No. 4135, Saleh Mohammad St., Karachi 2. Cable: SINDAGI.

■ Tinplates, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 G., 18¾x28 and/or 20x30, bright, soft temper; electrolytic tinplates, same, except coating 0.25, 0.50, 0.75, $5,250; electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24" and larger; electrolytic tinplates, 0.25 coating, bright both sides, soft temper, unassorted, 18x24 and larger, 30 gauge and lighter; machine cast foundry pig iron. Ref. No. L/C 566-OSB/74. Chand Trading Co., Jodia Bazar, Karachi.

■ Tinplates, prime coke, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30, bright, soft temper, about 92 tons; electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x28" and/or 20x30, bright, soft temper, 0.25, 0.50, 0.75 coating, about 100 tons; electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24", about 260 tons; c&f U.S. flag vessel. Ref. No. L/C 566-OSB/82. Elias Abdulkarim, Murad Khan Rd., Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28" and/or 20x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, size 18¾ and/or 20x30"; electrolytic tinplates, 18x24" and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; same, except 30 gauge and lighter, $10,500. Ref. No. L/C 566-OSB/141. Mohammadi Silk Palace, 934/1, Kagzi Bazar, Sukhdam Lane, Karachi 2. Cable: FINESILK.

■ Tinplate, electrolytic, .25/.50 coating, 107 base weight, bright finish, 18x24" and larger; tinplate misprints 70/107 base weight, assorted to size and gauge, 18x24", larger, mostly 20x 28"; tinplate misprints, misprinted one side, gold lacquered other side, base weight 103 crown cork material, 18x24" and larger; tinplate misprints, assorted to size and gauge, double reduced, 25x30" and larger; electrolytic tinplate, prime quality, .75 lb. coating, base weight 107 lb., 18¾x28" and/or 20x30", $10,-500; c&f Karachi, per l.t. net. U.S. flag vessels; fas and ocean freight may be indicated separately. Ref. No. L/C 566-OSB/322. Osman H. Poonawala, Harchandrai Rd., Near Haji Camp, Karachi. Cable: STOCKWOOD, Karachi.

■ Tinplates, prime coke, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30", bright, soft temper, about 92 tons; electrolytic tinplates, prime, U/A, 107 lb. base weights, 30 gauge, 18¾x28" and/or 20x30", bright, soft temper, 0.25 coating, 260 tons, 0.50 and 0.75 coating, 100 tons. Ref. No. L/C 566-OSB/85. Okhai Trading Co., 66/12 Murad Rd., Karachi.

■ Pig iron, foundry grade, ASTM-A-43-55; $40,000; fas/c&f. Ref. No. L/C 566-OSB/128. Tinplates, prime electrolytic and coke, sizes 18¾x28", 20x30" coatings .25, .50, .75 and 1.25 oz., U/A, 107/108 B.W., $65,000. L/C 566-OSB/129. H. Irshad Elahi, Fadoo Bldg., Bunder Rd., Karachi. Cable: STOCKIRON, Karachi.

■ Hot rolled mild steel strips, mill edge, suitable for manufacture of conduit pipe, in catchweight unprotected coils, various sizes and widths, total approx. 396 l.t.; required in three part shipments; cold rolled, close annealed mild steel strips, polished and oiled, suitable for manufacturer of wheel rim of bicycles, to suit electrical resistance welding, .035, 20 BWG thick, 3.00" width, 20 l.t. In one and last shipment. Mills certificates on quality and tolerance necessary. 100% U.S. flag vessels. Ref. No. OSB/19. Premier Machinery Works, Ireland Rd., off Lawrence Rd., Karachi 1.

■ Electrolytic tinplates, 18x24" and larger; $10,500. Ref. No. OSB/38. Mohamed Yoonus Haji Umar, 26/124 A, Gordhandas Market, Bunder Rd., Karachi.

■ Electrolytic tinplate, excellent quality, mainly 0.50, 0.75 lb. coating and better. 107 lb. base weight, 30 G., 18¾x28", 20x30" soft temper, each size to be packed under separate skid, under usual mill grade; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30"; electrolytic tinplate, 18x24" and larger, assorted to size, 30 G., 0.25 coating, both sides bright, soft temper; same, except 30 G and lighter, $10.600. Ref. No. OSB/43. H. K. Anwar, Husseini Manzil, Rm. No. 9 A.M. 3, Frere Rd., Karachi. Cable: NYLONELACE. Particulars of packing for each item must be indicated; fob/fas cost per ton and freight per l.t. quoted separately. 100% U.S. flag vessels.

■ Electrolytic tinplates, excellent quality, mainly 0.50 and 0.75 lb. coating and better, 107 lb. base weight, 30 G., 18¾x28: and 20x30" soft temper, each size packed under separate skid, usual mill grade; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight,

30 gauge, 18¾x28 and/or 20x30"; electrolytic tinplates, 0.25 nominal coating, 30 gauge, 18x24" and larger, both sides bright, soft temper; electrolytic tinplates, same but 30 gauge and lighter; $10,600. Ref. No. OSB/44. Pak Trading Co., C-13, Shikarpuri Market, 2nd fl., Karachi 2. Cable: HASANS.

■ Common coke tinplate, prime 1.25 lb., commercial pot yield per base box, 107 lb., base weight 30 gauge, 18¾x28" and/or 20x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G., 18¾x28", and/or 20x30"; electrolytic tinplates 18x24" and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; same, 30 gauge and lighter; $10,500. Ref. No. SB/49; Allahrakha Mohamed Budhani, 13, Motandas Market, Bunder Rd., Karachi. Cable: OKHAI, Karachi.

Above to be financed by a loan not yet authorized. Subject to GSA Defense Materials Services procedure. Quotations date March 15. Habib Bank, Ltd., U.S. source. SBC-48.

■ Coke tinplate, prime, U/A, 1.25 lb. tin coating, 107 lb. base weight, 30 gauge; 18¾"x28" and 20"x30", in proportion approx. 66% and 34%; approx. $10,500. LC 565-OSB/26. 100% U.S. flag vessel, prices per l.t., c&f Karachi/Chittagong, ocean freight rate indicated separately. A & Y Corp., 85 Motan Bldg., Bunder Rd., Karachi.

■ Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper, coating 0.25, 0.50, 0.75; approx. $10,500. Tinplates, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper; approx.. $5,200. Ref. No. L/C 565-OSB/29; c&f. H. Hassanali R. Jiwani, Kerai Rd., Karachi 1.

■ Coke tinplate, prime U/A, 1.25 lb. coating, 107 lb. base weight, 18¾"x28", 20"x30"; approx. $5,200. Electrolytic tinplate, prime U/A. 0.25 lb. coating, 107 lb. base weight, 18¾"x 28", 20"x30"; approx. $5,200. 100% U.S. flag vessel, prices per l.t. c&f Karachi/Chittagong, ocean freight rate indicated separately. Pig iron, Grade FL23 or alternative; approx. $10,-500. Ref. No. L/C 565-OSB/95. Mukhtar Bros., 20 Fadoo Bldg., Bunder Rd., Karachi.

■ M.S. billets, to SAE 1010/1020/1025/1030, 2"-3" square, in standard lengths including 10% shorts; approx. $315,000. Prices per l.t., with particulars of packing indicated, fob/fas cost and freight indicated separately, 100% U.S. flag vessels. Ref. No. L/C 565-OSB/186. Mohamedi Re-Rolling Mills, B/55 S.I.T.E., Karachi. Cable: REROLL.

■ Tinplates, prime, 1.25 lb., 18¾"x28" and above; approx. $10,500. Ref. No. L/C 565-OSB/73. Eastern Factors, 26 Sind Market, Bunder Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; approx. $5,200. Electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; approx. $5,200. Ahmed Bros., 67/3 Newnham Rd., P.O. Box 4302, Karachi.

■ Prime electrolytic tinplate, U/A, 0.75 coating, 107/108 lb. base weight, 30 gauge; 18¾" x28", approx. 402 tons; 20"x30", approx. 198 tons. Ref. No. L/C 565-OSB/189. National Chemical Industries, F/S.I.T.E., Opp. General Motors, Mauripur Rd., Karachi 13. Cable: BARKATI.

■ Billets, 2" and 2½" square; approx. $105,-000. Ref. No. L/C 565-OSB/176. 100% U.S. flag vessel. Sind Steel Corp., Ltd., Steel House, West Wharf Rd., Karachi. Cable: SINDSTEEL, Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; approx. $10,500. Ref. No. L/C 565-OSB/151. M.A. Beg Co., 137/3 Chagla St., Karachi 2.

■ Common coke tinplates prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 22"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. L/C 565-OSB/104. Punjab Bidi Factory, Daryana St., Jodia Bazar, Karachi 2.

■ Machine cast foundry pig iron, grade I, C 3.0/4.0%, Si 2.5/3.5%, Mn .5/1.0%, Ph .5% max., Su .05% max.; approx. $10,500. Ref. L/C 565-OSB/322. Prices per l.t., c&f Karachi, ocean freight indicated separately, 100% U.S. flag vessels. Osman H. Poonwala, Harchandrai Rd., Near Haji Camp, Karachi, W.

■ Hot dipped coke tinplate U/A coating, 107/108 lb. base weight, packed in multi-package metal units of 2,000-2,700 lb. each on skids not over 4" high, 112 sheets per pkg., 20"x30", 18¾"x28", 30 gauge; approx. $10,500. Mumtaz Trading Corp., 9 Patel Chambers, Victoria Rd., Karachi 3.

■ Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30" bright, soft temper, coating 0.25, 0.50, 0.75; approx. $5,200. Ref. No. L/C 565-OSB/103. Suleman Corp., Luxmidas St., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%; approx. $10,500. Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x 30", bright, soft temper, coating 0.25, 0.50, 0.75; approx. $21,000. Ref. No. L/C 565-OSB/134. S. M. Shafi & Sons, 14 Jehangir Kothari Bldg., Bunder Rd., Karachi.

Prices per l.t., c&f Karachi, freight charges indicated separately, with full particulars of packing.

■ Common coke tinplates, prime, 1.25 lb., commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $5,200. Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; approx. $5.200. Ref. No. L/C 565-OSB/187. Anis Corp., M. 80 Iqbal Cloth Market, Newnhan Rd., Karachi 2.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. L/C 565-OSB/105. Mohamed Ebrahim Alibux, Munji Khetshi St., Off Gul Mohd St., Jodia Bazar, Karachi 2.

■ M.S. billets, 2" and 2½" squares, to SAE-1025, BSS-15, length 18 ft. and above with 10% shorts, accompanied by works test certificate, heat mark stamped on each end of billets; approx. 15,000 tons. L/C 565-OSB/138. Standard Rolling Mills, 75-A Gordhandas Cloth Market, Luxmidas St., Karachi 2. Cable: CAROLINES.

■ M.S. billets, 2" and 2½" squares, to SAE 1025, BSS-15, length 18 ft. and above with 10% shorts, accompanied by works test certificate, heat mark stamped on each end of billet. c&f Karachi. 1,000 tons. L/C 565-OSB/137. Haji Abdul Karim & Co., 75-A Gordhandas Cloth Market, Luxmidas St., Karachi 2. Cable: CAROLINES.

■ Tinplate, coke, prime U/A, hot dipped, 1.25 lb. coating, 107 lb. base weight, 20"x30"; approx. $10,500. Ref. No. L/C 565-OSB/157. 100% U.S. flag vessel. Prices per l.t. c&f Karachi/Chittagong, freight rate indicated separately. Majid Moose Motiwala, 7-A New Cloth Market, Dunolly Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .95 max., C 3.-4.5%; approx. $18,000. Ref. No. LC 565-OSB/83. Elias Abdul Karim, Murad Khan Rd., Khori Garden, Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%. Approx. 225 tons. Ref. No. LC 565-OSB/24. Okhai Trading Co., 66/12 Murad Khan Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%; approx. $5,200. Electrolytic tinplates, prime quality. U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x 30", bright, soft temper, 0.25, 0.50, 0.75 coating; approx. $5,200. Ref. No. LC 565-OSB/193. Nazimuddin Iron Merchant, Raw No. 2, Sher Shah Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .3-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%; approx. $5.200. Electrolytic tinplates, 0.25 coating, assorted to size, 107 lbs. base weight, 30 gauge, bright, soft temper, 18"x24" and larger; approx. $5.200. Ref. No. LC 565-OSB/118. Haji Allah Bux Mohammad Yaqoob, Weaverlane, Newneham Rd., Karachi.

Above to be financed by a loan not yet authorized. Habib Bank Ltd., Foreign Exchange Branch. Habib Square, Bunder Rd., Karachi 21. U.S. source. Quotation date March 15; 100% U.S. flag, prices per l.t. c&f Karachi, freight indicated separately, with full particulars of packing. Tinplate subject to GSA Defense Materials Service procedure. SBC-50.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, base weight 107 lb., 30 gauge, 18¾"x28", 20"x30"; prime coke tinplate, coating 1.25, 18¾"x28", 20"x30", 107 base weight; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tinplate circles, 2"-8" dia. $10,500. Ref. No. OSB/77. V.M. Ahmed & Co., 116, A. Gordhandas Market, Karachi.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, base weight 107 lb., 30 gauge, 18¾"x28", 20"x30"; prime coke tinplate, coating 1.25, base weight 107 lb., 18¾"x28", 20"x30"; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tinplate circles, 2"-8" dia.; $20,800. Ref. No. OSB/96. Al-Mohsin

Corp., 38, Motan Market, Bunder Rd., Karachi 2.

■ Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper, 0.25 lb. coating; 25 tons. Electrolytic tinplate, 0.25 coating, bright both sides, soft temper, unassorted, 18"x24" and larger, 30 gauge and lighter; 32 tons. Ref. No. OSB/79. 100% U.S. flag vessel, c&f Karachi, freight charges indicated separately. Mohammad Nasim, Verumal Hashmat Ray Bldg., II Floor, New Chali, Karachi.

■ Electrolytic tinplate, prime, U/A, 0.25 lb. coating, 107 lb. base weight, 18¾"x28" and 20"x30"; $10,500. Prices per l.t., c&f Karachi/Chittagong, ocean freight rate indicated separately, 100% U.S. flag vessels. Sher Lampware & Metal Works, Chakiwara, Karachi.

■ Electrolytic tinplates, 0.25/.75 coating, 30 gauge, 107 lb. base weight, 18"x24" and larger, 18¾"x28" or 20"x30"; $10,500; c&f. Ref.. No. OSB/84. Messrs. Salim Bros., Allahdad St., Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $10,500. Ref. No. OSB/18. Another order for identical items; $10,500. Ref. No. OSB/17. Yousuf Corporation, 139/2 Laxmidas St., Karachi 2. Cable: ABROSY.

■ Tinplates, electrolytic, 0.25 nominal coating per base box, unassorted; $10,500; c&f. Ref. No. OSB/14. Eastern Factors, 26, Sind Market, Bunder Rd., Karachi.

■ Prime coke tinplates, 30 gauge, 18¾"x28" or 20"x30", 1.25 coating; electrolytic tinplates, 30 gauge, 0.25 coating, 18x24" min.; electrolytic tinplates, 30 gauge, .25/.75 coating, 18¾"x28" or 20"x30"; $10,500; c&f. Ref. No. OSB/12. S. Eshak & Co., Lawrence Rd., Karachi. Cable: KETIMART.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating. both sides bright, soft temper; $10.500. OSB/66. Mazhar Muneer & Bros., 60, Liaquat Market, P.O. Box 4389, Karachi 2. Cable: CANOPY.

■ Electrolytic tinplates. 18"x24" and larger, base weight 107 lb.: $10.500. Ref. No. OSB/19. Calico Traders, 228 B, 1st Floor, Gordhandas Market, Karachi 2.

■ Tinplates, electrolytic, 0.25 coating, base weight 107/113 lb., 18"x24", 18¾"x28" or 20"x30"; $10.500; c&f. Ref. No. OSB/16. Dawood A. Sattar & Co., Vishramdas Base, Sukhram Das Lane, Old Town, Karachi 2. Cable: FENTSKING.

■ Prime electrolytic tinplate, coating 0.25, 0.50. 0.75, 18¾"x28" and 20"x30", base weight 107 lb., 30 gauge; prime coke tinplate, coating 1.25, 18¾"x28" and 20"x30", base weight 107 lb.; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tin circles, dia. 2"-8"; pig iron, machine cast, foundry grade, analysis Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%; M.S. billets, to SAE 1020, 1025 or 1030, lengths 18 ft. and above, 10% shorts down to 10 ft., heat marked, die stamped, 2", 2½" and 3" square; strips 2"-12" wide. Any one, two or three of the foregoing items to be purchased. $10,500. Ref. No. OSB/58. Ahmed Haji Abdul Gani, Sharafa Bazar, Haji Abdullah St., Karachi.

■ Electrolytic tinplates, bright, soft temper, 0.25 coating, assorted to sizes 18"x24" and larger, 107/108 B.W.; approx. 60 tons. Ref. No. OSB/59. Haji Habib Haji Satif & Sons, 167-A Gordhandas Market, Karachi.

■ Foundry pig iron, analysis Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $21,000; fas and c&f. Ref. No. OSB/26. Growel Pakistan Agencies, 14/15 Motan Bldg., Bunder Rd., Karachi 2.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $10,500. Ref. No. OSB/56. Madina Store Iqbal Cloth Market, Karachi.

■ Tinplates, electrolytic, prime, coating 0.25, 30 gauge, 107 lb. base weight, 18¾"x28" or 20"x30"; $10,500. Ref. No. OSB/34. M/s Gemco, 64/4 Murad Khan Rd., Karachi. Cable: CUPSAUCER.

■ Pig iron, foundry grade, to ASTM-A-43.55; $36,000; fas/c&f. Ref. No. OSB/44. Prices per l.t., particulars of packing indicated for each item, fob/fas freight quoted separately, 100% U.S. vessels. Zikrul Rehman, Fadoo Bldg., Bunder Rd., Karachi 2.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; $10,500. Ref. No. OSB/65. National Impex, Liaqat Market, Bunder Rd., Karachi.

■ Pig iron, grade FL-23 or alternative; $10,-500. Ref. No. OSB/28. M/s Reliable Construction Co., Kutchery Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3.-4.5%; $5,250. U.S. flag vessels. Prices per l.t., c&f Karachi, freight charges separately, with full particulars of packing. Ref. No. OSB/48. Asian Agencies, B-26 Motan Market, Bunder Rd., Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $10,500. Ref. No. OSB/64. Mazhar Muneer & Bros., 60, Liaqat Market, P.O. Box 4389, Karachi 2. Cable: CANOPY.

■ Tinplate, prime coke, U/A, 1.25 lb. coating, 107 lb. base weight, 18¾"x28" and 20"x30"; $10,500. Price per l.t., c&f Karachi/Chittagong, ocean freight rate separately, 100% U.S. flag vessel.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, 18¾"x28" and 20"x30", base weight 107 lb., 30 gauge; prime coke tinplate, coating 1.25, 18¾"x28", 20"x30", 107 lb. base weight; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb., or 70/107, soft temper, bright finish; same, except misprints; tin circles, 2"-8" dia.; pig iron, machine cast, foundry grade analysis, Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%; M.S. billets, SAE 1020/1025/1030, lengths 18 ft. and above 10% shorts down to 10 ft., heat marks die stamped, 2", 2½", 3" square; strips 2"-12" wide. Any one, two, or three of the foregoing items will be purchased; $10,500. Ref. No. OSB/53. Haroon & Noor Mohd Co., Idris Chambers, Wood St., Karachi.

■ Electrolytic tinplate, prime, U/A, 107/108 base weight, coatings 0.25, 0.50, 0.75, 1.25 lb., 20"x30" and 18¾"x28"; $21,500; fas/c&f. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost per ton and freight quoted separately, U.S. flag vessels. Ref. No. OSB/043.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5.% $10,500. OSB/67. Mazhar Muneer & Bros., 60, Liaquat Market, P.O. Box 4389, Karachi.

■ Foundry pig iron, grade I, analysis C-3.5-4.0%, Si 2.75-3.5%, Mn 1-1.5%, Su 0.35% max., Ph 0.4% max. $31,250. U.S. flag vessels; c&f Karachi, freight charges indicated separately. Ref. No. OSB/78. MSM Corp. Ltd., S. Napier Rd., Karachi.

■ Pig iron, grade FL-23 or alternative; $5,250; c&f. Ref. No. OSB/85. M/S Khurshid Leather Co., Napier Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .3-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. $10.500. Ref. No. OSB/98. Mumtazsons, 11, Siraj Cloth Market, Teipal St., Jodia Bazar, Karachi.

■ Pig iron, grade III, commercial quality; $42,000. Ref. No. OSB/83, 100% U.S. flag vessel. Taxila Trading Corp., Mohammedi Manzil, James Terrace Rd., Nanakwada, Karachi.

■ Common coke tinplates, prime, 1.25 commercial pot yield per base box, 107 lb. base weight 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $21,-000. OSB/70. Meena Trading Co., 75/2. Cochinwala Market, Newnham Rd., Karachi. Cable: PICKMEUP.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets/pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $10,-500. OSB/72. Yasmin Trading Co., No. 2, New Momon Masjid, 1st Floor, Newnham Rd., Karachi 2.

■ Electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18"x24" and larger, 100% U.S. flag vessels. Prices per long ton, c&f Karachi,

freight charges separately, with full particulars of packing; $5,250. OSB/35. Pak Safe & Cabinet Mfg. Co., Arambagh Rd., Karachi.

■ Tinplates, prime electrolytic and coke, 18¾"x28" and 20"x30", coatings .25, .50, .75, 1.25, U/A, 107/108 base weight; $65,000; fas/c&f. OSB/52. H. Irshad Elahi, Fadoo Bldg., Bunder Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .5% max., Mn .5-1.25%, Su .05% max., C 3-4.5%. $10,500; OSB/71; c&f Karachi. Shaheen Printery, Princess St., Nanakwada, Karachi.

■ M.S. billets, to SAE 1020 and/or 1025, each billet stamped with heat mark, accompanied by works test certificate, 2"x2" and/or 2½"x 2½", length 18 ft. and/or up, with 10% shorts down to 10 ft.; $84,000; fas, c&f. Ref. No. OSB/31. Mahmood Sanitation Service, Marriot Rd., Karachi.

■ Prime M.S. billets, to SAE 1020 and/or 1025, each stamped with heat mark, accompanied by works test certificate, 2"x2" and/or 2½"x2½", length 18 ft. and/or up, with shorts down to 10 ft.; $84,000; fas, c&f. Ref. No. OSB/73. Foundry pig iron, analysis, Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $21,000; fas, c&f. Ref. No. OSB/30. Al-Mahmood, F/34. S.I.T.E., Mauripur, Karachi.

■ Prime tinplate, coating 0.25/1.25, 18¾"x 28" or 20"x30", 30 gauge, base weight 107 lb.; electrolytic tinplate, coating 0.25 and heavier, 18"x24" and larger, 30 gauge, base weight 107 lb.; $10,500. Ref. No. OSB/33. Baksh & Co., Nappier Rd., Karachi.

■ M.S. strips, 3"/24" x 10G/30G; $21,000; fas & c&f. Ref. No. OSB/75. Electrolytic tinplate, 18¾"x28" and/or 20"x30", 30 gauge; $63,000. fas, c&f. Ref. No. OSB/27. Growel Pakistan Agencies, 14/15 Motan Bldg., Bunder Rd., Karachi 2.

■ Pig iron, foundry grade, ASTM-A-43-55; $40,000; fas, c&f. Prices per l.t., fob/fas cost and freight to be quoted separately, shipment 100% U.S. flag vessels. Ref. No. OSB/51. H. Irshad Elahi, Fadoo Bldg., Bunder Rd., Karachi.

■ Tin plates, electrolytic, 30 gauge, 107 lb. base weight, 18"x24" and larger, coating 0.25 and heavier; $10,500. Ref. No. OSB/37. M/s. National Sanitary Mart, Opp. Regal Cinema, Preedy St., Saddar-Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. $4,200. Ref. No. OSB/39. Messrs. G. M. Malik, Madina Bldg., Kutchery Rd., Near Pakistan Chawk, Karachi. Cable: FISCAL.

■ Foundry pig iron, analysis Si 3.26-3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $21,000.; fas, c&f. Ref. No. OSB/74. Mahmood Sanitation Service, Marriot Rd., Karachi.

■ Prime coke tinplate, U/A, and/or electrolytic, 0.50-0.75, 1.25 lb. coating, 107 lb. base weight and/or 90, 95, 100 lb., 18¾"x28" and/or 20"x30" and/or 18"x24" min.; $21,000. U.S. flag vessel. Prices per l.t. c&f Karachi/Chittagong, ocean freight rate indicated separately. Ref. No. OSB/42. Messrs. S.A. Matin & Co., Saleh Mohd St., Karachi.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, base weight 107 lb., 30 gauge, 18¾" x28" and 20"x30"; prime coke tinplate, coating 1.25, base weight 107 lb., 18¾"x28" and 20"x30"; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same except misprints; tin circles, dia. 2"-8"; cast foundry grade pig iron, analysis, Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%; M.S. billets, to SAE 1020, 1025 or 1030, lengths 18 ft. and above, 10% shorts down to 10 ft., heat marked, die stamped, 2", 2½", 3" square; strips 2"-12" wide. Any one, two, or three of foregoing items to be purchased; $10,500. Ref. No. OSB/54. Tawakal Trading Co., B-30, Iqbal Cloth Market, Karachi.

■ Electrolytic tinplate, prime, coating 0.25, 0.50, 0.75, 18¾"x28", 20"x30", base weight 107 lb., 30 gauge; prime coke tinplate, coating 1.25, 18¾"x28" 20"x30", 107 lb. base weight; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tin circles, dia. 2"x8"; pig iron, machine cast foundry grade, analysis, Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%; M.S. billets, to SAE 1020, 1025, or 1030, lengths 18 ft. and above, 10% shorts down to 10 ft, heat marked, die stamped, 2", 2½", 3" square; strips 2"-12" wide. Any one, two, or three of the foregoing items to be purchased; $10,500. OSB/38. M/S Mohamed Zakaria, 24, Gordhandas Market, 1st Floor, Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $10,500. Moosa Kasam, 78/2 Cochinwala Market, Newnham Rd., Karachi 2. Cable: PICKMEUP, Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box. 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $6,300. Ref. No. OSB/40. Messrs. G. M. Malik, Madina Bldg., Kutchery Rd., Pakistan Chawk, Karach. Cable: FISCAL.

■ Electrolytic tinplate, coating 0.25 and heavier, 18"x24" and larger, 30 gauge, 107 lb.; $5,250. OSB/25. Real Leather Stores, Allahdad St., Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si. 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. $10,500. Ref. No. OSB/68. Moosa Kasam, 78/2 Cochinwala Market, Newnham Rd., Karachi 2.

■ Electrolytic tinplate, prime U/A, 107/108 B.W., in standard mill packing, coating 0.25, 0.50, 0.75, 1.25, 20"x30" and 18¾"x28"; $5,250. Ref. No. OSB/45. Foundry grade pig iron, to ASTM A-43-55; $5,250. OSB/46; fas or c&f. Prices per l.t., particulars of packing for each item, fob/fas cost and freight indicated separately. M/S Khalid & Rashid, 831, P.I.B. Colony, Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si. 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; $7,350. OSB/62. Common coke tinplates, prime 1.25 lb. compercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $3,150. Ref. No. OSB/63. Abazka & Co., Dunolly Rd., Karachi 2. Cable: ABAZKA.

■ Tinplates, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper; $5,250. OSB/47. Asian Agencies, B-26 Motan Market, Bunder Rd., Karachi.

■ Tinplates, prime coke quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x 30", bright, soft temper; electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper, coating 0.25, 0.50, 0.75; $5,250 each item. Ref. No. OSB/57. Mukhtar & Bros., Fadoo Bldg., Bunder Rd., Karachi.

■ Electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18"x24" and larger; $10,500; c&f. Ref. No. OSB/61. Rehmatullah & Sons, Mohammed Feroze St., Karachi.

Above to be financed by a loan not yet authorized. United Bank Ltd. U.S. source. Quotation date March 15. 100% U.S. flag vessel, prices per l.t. c&f Karachi, freight charges indicated separately, with full particulars of packing. Subject to GSA Defense Materials Service procedure. SBC-51.

■ Pig iron, approx. $208,400. M.S. billets, 2 to 4", $208,400. M.s. tinplates, 28 to 32 G., $208,400. Ref. No. OSB/61. Fairdeal Commercial Corp., Moolji St., P.O. Box No. 5111, Karachi 2. Cable: FAIRCOM, Karachi. Prices must be quoted per l.t. fas, indicating freight charges separately.

■ Electrolytic tinplates, prime U/A, 0.50 coating, bright, soft, size 18¾"x28", gauge 107 lb., B.W., 30 gauge approx. 50 l.t.; coke tinplates, U/A 1.25 coating, bright, soft temper, 18¾"x 28", 107 lb. B.W. gauge, 50 l.t. Shipment 100% U.S. flag vessels. A. B. Trading Co., Aga Khan Bldg., P.O. Box 4460, Karachi 2. OSB/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Prime coke tinplates, zinc coating 1.25, size 20x30, 18¾x28", 30 gauge; prime electrolytic tinplates, coating 0.75, base weight 107 lb., same size and gauge; electrolytic tinplates 18x24" and larger, base weight 107 lb., $10,500. OSB/86. A. H. Vallymohamed & Sons, Salemohammed St., Tirathram Kashmirilal Bldg., 2nd fl., Karachi.

■ Prime coke tinplates, zinc coating, 0.75, base weight 107 lb., 18¾"x28" and 20"x30", 30 gauge; electrolytic tinplate, 18x24" and larger, base weight 107 lb.; $10,500. OSB/87. Yusuf Addul Aziz Rangoonwala, 84 Karachi Stock Exchange Bldg., Kallian Rd., Off McLeod Rd., Karachi.

■ Prime coke tinplates, zinc coating 1.25, size 20x30", 18¾x28", 30 gauge; prime electrolytic tinplates, coating 0.75, base weight 107 lb., 18¾x28", 20x30", gauge 30; electrolytic tinplates, 18x24" and larger, base weight 107 lb.; $10,500. OSB/88. H. Dadabhai, Tirathram Kashmirilal Bldg. Salemohammed St., Karachi 2.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, base weight, 30 gauge, 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating, 112 sheets per package, 107 lb. base weight, 30 G., 18¾″ and/or 20x30″; electrolytic tinplates, 18x24 and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; electrolytic tin plates 18x24″ and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper; $10,500. OSB/99. Mohd Sabir Mohd Abbas, 123/1 Chagla St., Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, sizes 18¾x28 and/or 20x30″; electrolytic tinplates 0.25 nominal coating per base box, 112 sheets per package, 107 lb., base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplates, 18x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Machine cast foundry pig iron, analysis, Si. 2.5 to 3.25%, Ph. .30 to 1%, Mn. 1 to 1.25%, Su. .05% max., C 3.00 to 3.45%, $10,500. OSB/112. Sadiq Trading Co., B.25 Mottondas Cloth Market, Opp. New Memon Masjid, Bunder Rd., Karachi. Cable: ALIF, Karachi.

■ Prime coke tinplate, coating 1.25 lb., 18¾x 28x30G and/or 20x30″x30G, $10,500; Foundry pig iron, Si. 3.26/3.50%, Mn. 1.01/1.25%, Ph. .30/0.50%, Su. 0.50%, $10,500. OSB/130. Alif Trading, 169-A Gordhandas Market, Bunder Rd., Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield, per base box, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20x30″; electrolytic tinplates, 18x24″ and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper. Machine cast foundry pig iron, analysis, Si. 2.5 to 3.25%, Ph. .30 to 1%, Mn. 1 to 1.25%, Su. .05%, max., C 3.00 to 4.5%, $10,500. Ref. No. OSB/113. Haji Aziz Haji Suleman, Shop No. E. 58, Mottondas Market, Opp. New Memon Masjid, Bunder Rd., Karachi. Cable: ALIF.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, 18¾x28 and 20x30″, base weight 107 lb., 30 gauge; prime coke tinplate, coating 1.25, same size and base weight; tinplates waste waste, 18x24″ and larger, assorted, unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same but misprints; tinplate circles from 2″ to 8″ dia., about 32 l.t. Pig iron, machine cast foundry grade, 65 l.t. All AID formalities to be observed. OSB/114. W.Z. Gany, 2, Gordhandas Market, Karachi 2, W.

■ Foundry pig iron, analysis, Si. 3.26/3.50%; Mn 1.01/1.25%, Ph. 0.31/0.50%; Su. 0.05%, $10,500; fas and c&f. Prime coke tinplate, coating 1.25, 18¾x28″ and/or 20x30″x30G, $10,500. Ref. No. OSB/131. Mohamed Siddik & Co., 169-A Gordhandas Market, Bunder Rd., Karachi 2.

■ Foundry pig iron, analysis Si. 3.26/3.50%; Mn. 1.01/1.25%, Ph. 0.31/0.50%, Su. 0.05%, $10,500. Prime coke tinplate, coating k.25 lb., 18¾″x28″x30G and/or 20″x30″x30G, $10,500. OSB/132. Ishrat & Co., 22-B Shikapuri Cloth Market, Bender Rd., Karachi. Cable: GREEN.

■ Machine cast foundry pig iron, $12,000. OSB/155. Abdul Lateef Suleman, 25 Gordhandas Market, Karachi.

■ Tinplates, electrolytic, prime coating, 0.25, 30 gauge, 107 lb. base weight, 18¾x28″ and/or 20x30″, $21,000. LC/620-OSB/252. Haji Yusuf Haji Adamji & Co., P.O. Box No. 4420, 6, New Memon Masjid, Bunder Rd., Karachi. Cable: MERCY.

■ Prime electrolytic tinplates, coating 0.25, size 18¾x28″ or 20x30″, 30 gauge, 107 lb. baseweight only, $5,250. Ref. No. LC/620-OSB/213. Salim Mazhar & Co., 3 Jillani Market, Ghulamshah St., Karachi.

■ Tinplates, prime coke quality, 1.25 coating, U/A, 107 lbs. base weight, 30 G. Size 18¾x28″ and 20x30, bright, soft temper. c&f Karachi. 100% U.S. flag vessels. LC/620-OSB/245. Haji Dawood Haji Noormohammed, 128, Iqbal Cloth Market, Bunder Rd., Karachi.

■ Electrolytic prime tinplate, 0.75 lb. coating, in standard mill export containers base weight 107 lb., 30 G., 18¾x28 and/or 20x30″, $4,200. LC/620-OSB/241. Baksh & Son, Fadoo Bldg., Bunder Rd., Karachi. Cable quotation acceptable.

■ Electrolytic tinplate, prime, 0.75 lb. coating, base weight 107 lb., 30 G., in standard mill export containers, 18¾x28 and/or 20x30″, $4,200. S. Mohd. Jawaid & Co., 50, Liaquat Bazar, Bunder Rd., Karachi, W.

■ Strips, all kinds, from 2 to 36″ width in rolls, $41,650. Ref. No. LC/620-OSB/231. Anis Ahmed & Co., Fadoo Bldg., Bunder Rd., Karachi. All AID formalities to be observed.

■ Hot dipped coke tinplates, 1.25 lb. coating, 18x24, 20x28″, 107 lb. B.W. assorted to size; electrolytic tinplate, coating 0.25, 0.50, 0.75 and 1.00, same size; electrolytic tinplate strips, 2x20″ and larger, tin coating, 0.25 lb., bright finish, commercially mild tempers, $52,500; M.S. billets, BSS 15, length 18/22 ft., allowing max. 10% shorts, down to min. 10 ft., tensile strength of 28/33, min. elongation 20% with sulphur, phosphorus 0.06% max.; $31,500. Ref. No. LC/620-OSB/249. Kassem Jinnah & Sons, Belassis St., P.O. Box 5131, Karachi 1. Cable: EXODUS, Karachi.

■ Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30. bright finish, soft temper, 0.25 coating, $20,700; 0.50 coating, $21,300; 0.75 coating, $21,800. 100% U.S. flag vessels; c&f Karachi. LC/620-OSB/228. Younus Bros., 19/A Gordhandas Market, Bunder Rd., Karachi.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, sizes 18¾x28, base weight 107 lb., or gauge 30; prime coke tinplate, coating 1.25, 107 b.w.; tinplate waste waste, 18x24 and larger, assorted and unassorted, b.w. 107 lb., or 70/107, soft temper, bright finish; same, except misprints; tin circles from 2 to 8″ diameter; pig iron, machine cast foundry grade; m.s. billets, SAE 1020, 1025, 1030, lengths of 18′ and above, down to 10% short, down to 10′ long, heat mark die stamped, size 2, 2½, 3″ sq., strips 2 to 12″ width. Any one, two or three of these items will be purchased. All AID formalities to be observed. Ref. No. LC/620-OSB/262. Iqbal Textile Printing & Dyeing Mills 9, New Cloth Market, Karachi.

■ Electrolytic tinplates, coating 0.25, 0.75, 18x24″ and larger, 1⅜8x28″, 20x30, gauge 30, b.w. 107 lb. only. and/or prime coke tin plates, coating 1.25, 18¾x28, 20x30, 30 gauge. On Free Import List; c&f; $10,500. LC/620-OSB/260. Kukaswadia Trading Co., Daryalal St., Jodia Bazar, Karachi 2. Cable: OOMMATI, Karachi.

■ Electrolytic tinplates, prime, coating 0.50, 30 gauge, 107 lb. base weight. 18¾x28″ or 20x30″, 450 tons. Ref. No. LC/620-OSB/223. Kasamali Alibhai, Daryalah St., Jodia Bazar, Karachi. Cable: FINESOAP.

■ Tinplate, prime, bright finish, original mill delivery packing on wooden platforms of approx. 1-ton waterproof paper lined metal envelopes, securely strapped, 18¾x28″x30, $10,500. 100% U.S. flag vessel; fob/fas cost per l.t., quoted separately. LC/620-OSB/224. Pakistan Export & Import Co., So. Napier Rd., New Challi, Karachi. Cable quotations accepted.

■ Prime coke tinplate, 1.25 lb. coating, 30 BG, 107/108 baseweight in metal containers, size 36&96, 82 tons; or, electrolytic tinplate waste grade .25 lb. coating or better, 36x96″ or larger, in original mill packing, 130 tons. LC/620-OSB/226. Tariq Rafque Industries, Rambharti St., Jodia Bazar, Karachi 2. Cable quotations acceptable.

■ Electrolytic tinplate, assorted, 28x28 and larger, 30 gauge, bright, 480 tons; c&f Karachi. LC/620-OSB/227. Gulamali Dhanji, D/24 S.I.T.E., Manghopir Rd., Karachi. Cable: FINESOAP.

■ Prime mild steel billets to SAE 1020/1025 specification, in standard lengths of 18 ft. and up, max 10% shorts, down to 10′ min., sizes 2x2″ and/or 2½x2½″ squares, $10,500. OSB/20. Machine cast foundry pig iron, Si. 2.5-3.25%, Si. 2.5-3.25%, Ph. .30-1%, Mn. 1-1.25%, Su. .05% max., C. 3.00-4.5%, $10,500. OSB/22. Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30G., 18¾x28, and/or 20x30″; electrolytic tinplates, 18x24″ and larger, assorted to size, 107 lb. coating 0.25, 30 gauge, both sides bright, soft temper; electronic tinplates, 18x24 and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $21,000. OSB/21. Shamim Bros., Ltd., 113-117, The Cotton Exchange, McLeod Rd., Karachi. Cable: WHITEBIRD.

■ M.S. billets, to SAE-1010/1025, size 2 and 2½″ Sq., $26,250; c&f. OSB/11. Karimi Steel Corp., Plot No. B/50, S.I.T.E., Manghopir Rd., Karachi. Cable: KETIMART.

■ Pig iron, Grade FL 23, or alternative, $10,500; c&f; OSB/13. S. Eshak & Co., Lawrence Rd., Karachi. Cable: KETIMART, Karachi.

■ Foundry pig iron, grade FL-23, or alternative, $10,500. OSB/15. Mazhar Hussain Shaikh, Napier Rd., Karachi. Pig iron, analysis, C. 3.50/4%, Mn. 1/1.5%, Si. 2.75/3.5%, Ph. 0.40% max., Su. 0.35% max., $10,500. OSB/24. Electrolytic tinplate, 0.25 lb. coating, 107 lb., base weight, min. size 18x24″, unassorted, about 75 l.t.; c&f Karachi-Chittagong, ocean freight separately. Standard export packing. Subject to GSA Defense Materials Service procedure. OSB/23. Abdul Karim & Co., North Napier Rd., Karachi.

■ Pig iron, foundry grade, ASTM A-43-55; $10,500; fas/c&f, $10,500. OSB/50. Tinplate, electrolytic and coke, prime, coating 0.25, 0.50, 0.75 and 1.25, U/A, 107/108 B.W., $10.500; fob/fas cost per ton quoted separately. 100% U.S. flag vessels. OSB/49. Parvez. Trading Co., Fadoo Bldg., Bunder Rd., Karachi. Cable: HIPIPE.

■ Machine cast foundry pig iron, Si. 2.50 to 3.25%, Ph. .30 to 1%, Mn. 1 to 1.25%, Su. .05% max., C. 3.00 to 4.5%, $5.250. 100% U.S. flag vessel; c&f Karachi. OSB/36. Pak Safe & Cabinet Mfg. Co., Arambagh Rd., Karachi.

■ Prime electrolytic tinplate, coating, 0.25. 0.50, 0.74, 18¾x28″, 20x30″, base weight, 107 lb., 30 G.; Prime coke tinplate, 1.25 size, same; tinplate W/W, 18x24 larger, same in

misprints; tin circles 2-8" dia., pig iron machine cast foundry grade; M.S. billets, to SAE 1020, 1025, 1030, lengths, of 18' and above, down to 10% shorts, to 18' long, heat mark and die stamped, size 2, 2½, 3" sq.; strips 2-12" width. Any one, two, or three of these items required, $10,500. Steel subject to GSA Defense Materials services procedure. OSB/55. Textile Trading Co., B-2, Iqbal Cloth Market, Karachi.

■ Tinplate, prime coke, U/A, 1.25 lb. coating, 107 lb. base weight, soft temper, 18¾x28", 20x30", ratio of 67% and 33% respectively; tinplate, prime, U/A electrolytic 0.75 lb. coating, base weight, soft temper, 18¾x28", 20x30", same percentages each; $21,000; c&f Karachi, ocean freight separately. LC/620-OSB/229. Zamin Traders, 9/31 Ramji Somaya Rd., Off Lawrence Rd., Karachi. Cable: RIZWAN, Karachi.

■ Machine cast foundry pig iron, Si. 2.5-3.25%, Ph. .30-1%, Mn. 1-1.25%, Su. .05% max., C. 3.00-4.5%, $10,500. LC/620-OSB/230. A. Sattar & M. Hanif Co., Feroz Chamber Saleh Mohamed St., Karachi 2. Cable quotations acceptable.

■ Strips, all kinds from 2 to 36" width in rolls. $5,250. All AID formalities to be observed. LC/620-OSB/258. Abdul Shakoor Ismail Kaloodi, Below Madras Hotel, Rampart Row, Karachi.

■ Steel strips, 1"x⅛" up to 3x⅜", all intermediate sizes, suitable for manufacture of auto springs, hot rolled, round edge, carbon .90 to 1.03%, Mn. .30/50%, etc., $10,500. LC/620-OSB/225. Orion Corp., Ltd., P-27/2, Ramharti St., Jodia Bazar, Karachi. Cable quotations acceptable.

Above to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Tinplate and steel subject to GSA Defense Materials Services procedure. Quotation date March 15. SBC-52.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, base weight 107 lb., 30 gauge, 18¾"x28", 20"x30"; prime coke tinplate, coating 1.25, base weight 107 lb., 18¾"x28", 20"x30"; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tinplate circles, dia. 2"-8", approx. $21,000. Subject to GSA Defense Materials Service procedure. Pig iron, machine cast foundry grade, analysis Si. 2.5-3.5%, Mn. .5-1.25%, Ph. .5% max., Su. .05% max., C. 3-4.5%, approx. $21,000. Ref. No. LC/710-OSB/326. Y.M. Essa & Sons, 118/3 Laxmidas St., Karachi.

■ Prime coke electrolytic tinplates, coating 0.25-1.25, 18"x24" and heavier, 18¾"x28" or 20"x30", 30 gauge, approx. $5,250. Subject to GSA Defense Materials Service procedure. Pig iron, FL-23 or alternative, approx. $5,250. Ref. No. LC/710/OSB/354. Mohd. Ashraf & Song, Nicol Rd., P.O. Box 5017, Karachi.

■ Electrolytic tinplates, prime, U/A, bright, soft temper, 30 gauge, 107 lb. base weight, any size, coating 0.25, 0.50, 0.75, approx. $5,250. Subject to GSA Defense Materials Service procedure. Machine cast foundry pig iron, analysis Si. 2.5-3.25%, Ph. .30-1%, Mn. 1-1.25%, Su. .05% max., C. 3-4.5%, approx. $5,250. Ref. No. LC/710-OSB/355. H. M. Ebrahim, C/o Haji Oomar Usman & Co., Bombay Bazar, Karachi 2.

■ Electrolytic tinplate, prime, U/A, 0.25 lb. coating, 107 lbs. base weight, 18¾"x28", 20"x 30"; electrolytic tinplate, 0.25 lb. coating, 30 gauge, 18"x24" min., assorted to size and gauge. Approx. $10,500. Ref. No. LC/710-OSB 324. 100% U.S. flag vessel, prices per long ton, c&f Karachi/Chittagong, ocean freight rate indicated separately. Subject to GSA Defense Materials Service procedure. American Cut Piece & Silk House, Kagzi Bazar, Karachi.

■ Machine cast foundry pig iron, analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. Approx. $5,250. Electrolytic tinplate, 0.25 coating, bright, soft, assorted to size, 18"x24" and larger, 30 gauge, 107 lbs. base weight. Approx. $5,250. Ref. No. LC/710-OSB 315. Subject to GSA Defense Materials Service procedure. Syed Bashirali N. Vohra & Co., Jociya Bazar, Karachi.

■ Machine cast foundry pig iron, analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. Approx. $5,250. Electrolytic tinplate, bright, soft temper, 0.25 coating, assorted to size in strong secure packages, 18"x 24" and larger, 107 lbs. base weight, 30 gauge. Approx. $5,250. Subject to GSA Defense Materials Service Procedure. Ref. No. LC/710-OSB 291. Abdul Ghaffar Haji Ahmad & Co., Allah Baqay St., Jodia Bazar, Karachi.

Above U.S. source; to be financed by a loan not yet authorized. Quotation date February 27. SBC-49.

■ C.R.C.A. strips in rolls, width 7" to 20", gauges 26, 28, 30, 32, 1000 l.t. Ref. No. LC/566-OSB/204. Dadabhoy Trading Co., Old Market, Karachi 2.

■ Common coke tinplate, prime 1.25 lb., commercial pot yield per base box, 107 lb., 30 gauge, size 18¾x28" and/or 20x30"; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x24; electrolytic tinplates, 18x24" and larger, assorted to size, 107 lb., 30 gauge, both sides bright, soft temper; electrolytic tinplates, 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Ref. No. L/C 566-OSB/165. Sunshine Commercial Corp., 12 Fatma Manzil Khori Garden Rd., Karachi. Cable: CARBONIE, Karachi.

Above to be financed by a loan not yet authorized. Habib Bank, Ltd. U.S. source. Tinplate subject to GSA Defense Materials Services procedure. SBC-48.

■ Unassorted electrolytic tinplate, 0.75 lb. coating, ten metal containers on skids, full paper lined, base weight 95 lb., 21¼x27⅞, 18x29¾"; 100 lb. 18x29¾", 22⅜"x27⅝", approx. 500 tons; c&f Karachi. LC/620-OSB/218. East Pak Traders, Dacca, Ltd., Rambharti St., Jodia Bazar, Karachi. Cable: SILICATE.

■ Electrolytic tinplate, prime, coating 0.50, gauge 30, 107 lb. base weight, 18¾x28" or 20x30", 450 tons; c&f Karachi. LC/620-OSB/219. Mohamedali A. Hirani, Duryalal St., Jodia Bazar, Karachi. Cable: FINESOAP.

■ Electrolytic tinplate, prime, coating, 0.50, gauge 30, 107 lb. base weight, 18¾x28 or 20x 30", 450 tons, c&f Karachi. LC/620-OSB/220. Pak Central Chemical Industries Ltd., 21/D, S.I.T.E., Manghopir Rd., Karachi 16. Cable: FINESOAP.

■ Electrolytic tinplate, assorted, 20x28 and larger, 30 gauge, bright full, 480 tons, c&f Karachi. LC/620-OSB/221. Riaz & Kandawalas Ltd. Viqar Mansion, Rambharti St., Jodia Bazar, Karachi. Cable: FINESOAP.

Above to be financed by a loan not yet authorized. Habib Bank Ltd., U.S. source. Subject to GSA Defense Materials Services procedure. SBC-52.

■ Mild steel strips, 3"/24"x10G/30G. $52,500. Prime coke tinplate, coating 1.25 lb., 18¾"x 28"x30G and/or 20"x30"x30G. $52,500. Any standard U.S. specifications acceptable. Ref. No. OSB/518; fas, c&f. Ch. Mohd. Ayoob, 17, Mahir Nivas Bldg., Mission Rd., Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb., 30 gauge; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $105,000. Ref. No. OSB/35, Kohinoor Razor Blade Factory, Ltd., Burns Rd., Karachi. Cable, CREAM, Karachi.

■ M.S. billets, prime, rerolling quality, to sae 1010 and/or 1020, elongation 20%, tensile strength 28/33 min., length 18/24 ft. with 10% shorts permitted down to 10 ft. Each billet heat marked. Sizes 2"x2" and/or 3"x3". Works test certificate to be furnished with shipping documents. $105,000. C&F Chittagong. Ref. No. OSB/4/B.

■ Electrolytic tinplate, 0.75 coating, 18¾"x 28 1/16", 20 5/16"x30⅝". Approx. $31,200. C&f Karachi. Ref. No. OSB/2/T. Abmadi Oil Mills, Ltd., 79, Khatoonganj, Chittagong.

■ Electrolytic tinplate, 0.75 coating, 18¾"x 28 1/16", 20 5/16"x30⅝". $20,850. C&f. Ref. No. OSB/3/T. Haji Husein & Co., Ltd., 79, Khatunganj, Chittagong.

■ Prime coke tinplate, cold rolled, hot dipped, 1.25 pot yield, 18¾"x28 1/16", 20 5/16"x30⅝". $41,700. C&f. Ref. No. OSB/4/T. Hasni Vanaspati Mfg. Co., Ltd., 79, Khatunganj, Chittagong.

■ Electrolytic tinplate, 0.75 coating, 18¾"x 28 1/16", 20 5/16"x30⅝". $31,275. C&f. Ref. No. OSB/5/T. Hasni Oil Mills, 79, Khatoonganj, Chittagong.

■ M.S. billets, to sae 1020 or BSS 15 Thomas/open hearth, tensile strength 28/29 tons per sq. in., min. elongation 20%, sulphur, phosphorus not to exceed 0.06%, length 18 ft. and up. Each billet heat marked or chemical properties analysis of sae 1020 or BSS 15 to be provided. Sizes 2"x2", 2½"x2½", 3"x3". Approx. $420,000. C&f./fas. Ref. No. OSB/3/B. Khulna Industrial & Trading Corp., Ltd., 18 Samsur Rahaman Rd., Khulna.

■ Cold rolled, close annealed strips, bright new material, prime quality, in rolls of 2240 lb., widths 19", 18", 17", 16", 15, 14" 13", 12½", 12", 11½", 11", 10½", 9", 8", 7", 6", gauges 26, 27, 28, 29, 30, 31; 1,000 tons. Quot. c&f Chittagong, per long ton. Ref. No. OSB/1/S. The Pak Enamel & Aluminum Works, Ltd., 12, Terry Bazar, Chittagong.

■ Electrolytic tinplate, 0.75 coating, 18¾"x 28 1/16", 20 5/16"x30⅜", $20,850. C&f. Subject to GSA Defense Materials Service procedure. Ref. No. OSB/1/T. Mohammedi Trading Co., 79, Khatoonganj, Chittagong.

■ Pig iron. $25,000. C&f/fas. Ref. No. OSB/3/P. Yaseen, (E. Pak), Ltd., 322, Khatunganj, Chittagong. Cable, YASMIN.

■ Pig iron. $25,000. C&f/fas. Ref. No. OSB/2/P. H. M. Saya & Co., 322, Khatunganj, Chittagong. Cable, CHISHTY.

■ M.S. billets, to sae 1020 or bss 15, Thomas/open hearth, tensile strength 28/29 tons per sq. in., min. elongation 20%, sulphur phosphorus not to exceed 0.06%, length 18 ft. and up. Each billet to be heat marked and chemical analysis of sae 1020 or bss 15 to be provided. Sizes 2"x2", 2½"x2½", 3"x3"; approx. $525,000; c&f/fas. Ref. No. OSB/1/B. East Bengal Trading & Industrial Corp. Ltd., Steel House, 100-A Sadarghat Rd., Chittagong. Cable: AXLE.

■ M.S. billets, to sae 1020 or bss 15, Thomas/open hearth, tensile strength 28/29 tons per sq. in., min. elongation 20%, sulphur phosphorus not to exceed 0.06%, length 18 ft. and up. Each billet to be heat marked or chemical properties analysis of sae 1020 or bss 15 to be provided. Sizes 2″x2″, 2½″x2½″, 3″x3″. Approx. $525,000. C&f/fas. Ref. No. OSB/2/B.

■ M.S. strips; ⅛″x1½″, 2″, 2½″, 3″, 3½″, 4″, 5″, 6″, 7″, 8″; 3/16″x1½″, 2″, 2½″, 3″, 3½″, 4″; ¼″x1½″, 2″, 2½″, 3″, 3½″, 4″; 16 BG ¾″, 16 BG 1″, 28 BG ½″, 24 BG ½″. Approx. $105,000. C&f/fas. Ref. No. OSB/2/S.

Above purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Laldighi E., Chittagong. U.S. source. Quotation date March 15. East Bengal Trading & Industrial Corp., Ltd., Steel House, 100-A Sadarghat Rd., Chittagong. Cable, AXLE. SBC-63.

■ Electrolytic tinplate, prime quality, assorted, 0.50 or 0.75 lb. tin coating, 107 lb. base weight, 30 G, 18¾″x28″, 20″x30″; out lots of different sizes, coating, base weight, gauge, but free from matte finish dots, and otherwise fit for making containers. Approx. 600 l.t. Sizes, qualities, gauge, coating, base weight, and defects if any, of out lots, with quantities for sale, to be given by the offerers. C&f. OSB/8/T. Subject to GSA Defense Materials Service procedure. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Laldighi E., Chittagong. U.S. source. Quotation date March 15. Hamedia Oil Mills, 308, Khatunganj, Chittagong. Cable: TANZIM, Chittagong. SBC-63.

■ Prime electrolytic tinplates, coating 0.25, 0.50, 0.75, base weight 107 lb. or gauge 30, 31, 32, 10¾″x28″ and 20″x30″; prime coke tinplate, coating 1.25, 10¾″x28″, 20″x30″, base weight 107 lb. or gauge 30, 31, 32; tinplate waste waste, 18″x24″ and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same except misprints; tinplate circles, 2″-8″ dia. Approx. $105,000. fas/c&f. Ref. No. OSB/9/T. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Laldighi E., Chittagong. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. Adam, Ltd., 283, Khatunganj, P.O. box 30, Chittagong. Cable: ADJUST. SBC-63.

■ Electrolytic tinplate, prime quality, assorted, 0.75 or 0.50 lb. tin coating, 107 lb. base weight, 30 G, 20 5/16″x30⅝″, 18½″x28 1/16″; out lots of different sizes, coating base weight, gauge, but free from matte finish, dots, and otherwise fit for making containers. Approx. 600 l.t. Sizes, qualities, gauge, coating, base weight, and defects if any, of out lots, with quantities for sale, to be given by the offerers. C&f. OSB/7/T.

■ Another order, identical items. OSB/12/T.

Above purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Laldighi E., Chittagong. U.S. source. Subject to GSA Defense Materials Service procedure. Quotation date March 15. Hamedia Metal Industries, Ltd., 140, Industrial Area, Chittagong. Cable: METIND, Chittagong. SBC-63.

■ Pig iron, grade FL 23 or alternative. $21,000. C&f. Ref. No. OSB/517. Gilani Timber Mart, Herchandrai Rd., Karachi. Billets, 2″x2″, 2½″x2½″. $105,000. Ref. No. OSB/175. 100% U.S. flag vessel. Keamari Docks, Ltd., Steel House, W. Wharf Rd., Karachi. Cable: SAIFINET.

■ Billets, 2″x2″, 2½″x2½″. $105,000. Mild steel strips, 3″x26 G. $105,000. Ref. No. OSB/176. 100% U.S. flag vessels. Sind Steel Corp., Ltd., Steel House, W. Wharf Rd., Karachi.

■ M.S. billets, 2″x2″x18″ and above, prime open hearth or electric steel, to sae 1025. $150,000, c&f. Prices per long ton, particulars of packing for each item indicated, fob/fas cost and freight to be quoted separately. 100% U.S. vessels. Ref. No. OSB/115. Yacoob Industries, Barnes St., Nr. Old Haji Camp, Karachi. Cable: BARROWS.

■ Mild steel billets, 2″x2″x18″ and above, prime open hearth or electric steel, to sae 1025. $105,000. C&f. Prices per long ton, particulars of packing for each item indicated, fob/fas cost and freight to be quoted separately. 100% U.S. vessels. Ref. No. OSB/116. Yacoob Haji Karim, Daryalal St., Jodia Bazaar, Karachi. Cable: BARROWS.

■ Electrolytic tinplate, 0.75 lb. coating, 107/108 lb. base weight, 18¾″x28″, 20″x30″, 30 gauge. $105,000. 100% U.S. flag vessel. Ref. No. OSB/178. Sind Metal Containers, Ltd., Steel House, W. Wharf Rd., Karachi.

■ Prime coke and/or electrolytic tinplate, coating 0.25/1.25, gauge 30, 18″x24″ and larger, and/or 18¾″x28″ or 20″x30″. $21,000. C&f. Ref. No. OSB/414. Mohamed Ashraf & Sons, P.O. box 5017, Rangiwara, Karachi 2.

■ Pig iron, grade FL 23 or alternative. $21,000. C&f. OSB/414. Mohamed Ashraf & Sons, P.O. box 5017, Rangiwara, Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, both sides bright and evenly coated, coating 0.75 lb. per base box, thickness 0.0118″, equivalent to I.C. substance/108 lb. per base box, 18⅞″x28″. $42,000. Ref. No. OSB/427. Moosa Oomer & Co., Ltd., 162 Ellis St., Kharadhar, Karachi 2. Cable: ISLAM.

■ Common coke tinplates, prime, 1.25 lb. commercial yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, both sides bright and evenly coated, coating 0.75 lb. per base box, thickness 0.0118″, equivalent to I.C. substance/108 lb. per base box, 18⅞″x28″. $42,000. OSB/428. Habib Cotton Ginning & Pressing Factory Ltd., 162 Ellis St., Kharadhar, Karachi 2. Cable ISLAM.

■ Common coke tinplates prime, 1.25 lb. commercial yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per box, 112 sheets per pkg., 107 lb. base weight, 30 gauge 18¾″x28″ and/or 20″x30″; electrolytic tinplates 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; electrolytic tinplates both sides bright and evenly coated, coating 0.75 lb. per base box, thickness 0.0118″, equivalent to I.C. substance/108 lb. per base box, 18⅞″x28″. $21,000. OSB/429. Haji Moosa Haji Oomer, 162 Ellis St., Kharadhar, Karachi 2. Cable: ISLAM.

■ Common coke tinplates, prime, 1.25 lb. coating, commercial yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″ x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, both sides bright and evenly coated, coating 0.75 lb. per base box, thickness 0.0118″, equivalent to I.C. substance/108 lb. per base box, 18⅞″x28″. $21,000. Ref. No. OSB/430. Habib Corp., 31, Naz Chambers, Nr. Sind Madressa, Frere Rd., Karachi 2. Cable, SAFETY, Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05%, C 3-4.5%. $31,500. Ref. No. OSB/432. Haji Mohammed & Bros., Gillani Bldg., Khori Garden Rd., Karachi 2. Cable: NEKNIYAT, Karachi.

Above purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Karachi 21. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-63.

Seamless steel, mechanical tube for cycle industry; electrical sheets (steel); pig iron; cold drawn strip steel, cold finished steel bars, bright hard drawn low carbon industrial quality round wire, strips cold rolled; close annealed. Direct purchase and agency. The National Fine Arts and Curios Trading Emporium, (maker, exporter, representative, commission agent, indentor), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

● **TAIWAN**—Cold reduced, hot dipped, coke tinplate, tin coating 1.5 lb. per base box, prime sheets only in accordance with Federal specifications QQ-T-425 type 1, grade 1, 200 lb. x 25½″ x 29¾″ x 1120 sheets, 160 cases; 191 lb. x 20″ x 28″ x 1120 sheets, 880 cases. Tender No. GFA 17758K, bid deadline March 2. Purchasing Dept., Central Trust of China 49, Sec. 1 Wu Chang St., Taipei.★ (Telephone: 202-WO 7-2363).

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb. In original mill export packing, cif basis, $5,700. Import License No. 2731. Alber Zara, Hamdibey Gecidi, No. 45, Sultanhamam, Istanbul.

■ Tin mill black sheets, rejects, USG 26, 27, 28, assorted, USG 26, 27 cold rolled steel sheets 30x60″ and larger, cold rolled commercial quality steel sheets, USG 19, 40x80″, $35,000. Emayetas Madeni Esya Sac ve, Emaye Fabrikalari T.A.S., Istanbul Caddesi No. 46, Bakirkoy, Istanbul. Cable: EMAYETAS, Istanbul. IL No. 2758.

■ Electrolytic tinplate waste waste, assorted to size and gauge, bright finish, soft temper, all size 20x28 and larger, max. 3 sizes, base weight 70/107 lb. in metal wrapped containers, $10,000. IL No. 2757. Ismail Tuzman, Galata, Kardesim sokak, No. 35, Istanbul.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted, 18x24 and/or 10x10 and larger, 107 lb. and lighter. Original mill export packing, cif

$5,000. Nurettin Suruhanoglu, Galata, Kardesim sokak No. 23, Istanbul. IL No. 2766.

Above for Loan No. 277-H-043. U.S. source. Quotation date March 2. Subject to GSA Defense Materials Services procedure. SBC-57.

● 85,000 tons of semi-finished products, covering black plate coils, hot rolled coils, slabs to be used for further processing. Tender No. 72-STS-L3-1A, bid deadline March 2. Eregli Demir ve Celik Fabrikalari T.A.S. Attn: Purchasing Division, Izmir Caddesi, 18 Yenisehr, Ankara.★ (Telephone: 202 WO 7-2363).

332 Iron, Steel Foundries

■ **INDIA**—Heavy duty refiner mills, size 19x 24x36", with two chilled cast iron rolls; 3-roll refiner; small refiner; magnetic permanent type magnetic unifeeder; Condux or Bauer, or equivalent grinding mill; grinding discs; chilled cast iron heavy duty, cored, refining rolls; various. Quotations cif Bombay. Ref. No. 41(746)/61-Aid.II. Import license No. 978836/DLF-157. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 10. Organo Chemical Industries, 66 Narayan Market, Sadar Bazar, Delhi 6. Cable: ORGOCHEM, Delhi. SBC-59.★

333 Primary Smelting, Refining of Nonferrous Metals

SWEDEN—Copper, lead, tin. IKO Kabelfabrik AB (manufacturer), Postfack, Grimsas. WTD 1/16/64.

■ **TURKEY**—Aluminum ingots, min. 99.5%, 30 lb. weights, $10,000. Import License No. 002832. Demir ve Malzeme Ticaret T.A.S., Tersane caddesi 144/146, Galata, Istanbul. Quotation date March 2. SBC-57.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Wire, cable, power A1; all kinds of electrical apparatus, accessories. Direct purchase and agency. Ets. M. Guinault & Cie (manufacturer), 70 bld Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

A-1 power wire, cables; all kinds of electrical apparatus, accessories. Direct purchase and agency. European Market Association (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise). WTD 1/16/63.

Special metals for electronics: e.g. molybdenum, tungsten, tantalum. Direct purchase and agency. Ets. Charles Balloffet, (importer, dealer, agent), 10 rue Pergolese, Paris 16e. WTD 12/12/63.

● **IRAQ**—Supply of 1,000 miles twin twisted field telephone cable D.10, MK.11 wound on 1 mile drum. Tender No. Sigs/1/1964, bid deadline March 8. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202 WO-7-2162).

● **PAKISTAN**—Supply of house wiring cable PVC 750,000 yd., switch board cable 27,000 yd., terminating cable 6,000 yd., and wire jumper 40,000 yd. Tender No. Pur. 4-17/63/526, bid deadline March 2. Mr. F. Rizwi, Purchase Co-ordinating Officer, Block No. 48-A, T & T Directorate General, Shahrah Iraq, Karachi. Copies of the tender and specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y. (TR 9-5800) for $2.10 per copy.

Aluminum sheets; aluminum alloy ingots; copper ingots; rigid antimonial lead anodes; chromium oval copper anodes. Direct purchase and agency. The National Fine Arts & Curios Trading Emporium, (maker, exporter, representative, commission agent, indentor), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SWITZERLAND—Aluminum, Aluman, (Al-Mn) sheets, 2-6 mm. thick, for building storage tanks. Gebr. Ott A.G., Maschinenfabrik (manufacturer, agent), Bollstrasse, Worb/BE.

336 Nonferrous Foundries

■ **INDIA**—Phosphor bronze paper machine wires; patching cloth for paper machine wires; suction press felts; reverse press felts; cotton synthetic dryer felts with clipper seam; cotton cooling cylinder felts; extramultus belting with joining solution; doctor blades for paper machine, various; underwire screen; wire cloth; Duroid electrodes; stainless steel plates; selectifier screen; graphite high pressure packings; teflon high pressure packings; P.I.V. gears, 39 items; fas basis. Ref. No. 13 (25)/63-AID.II. Import License No. P/CG/2040450/R/DL/18/C/H/18/CG/III. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 20. Mandya National Paper Mills, Ltd., 14 Palace Rd., Bangalore 1. Cable: BEDICO, Bangalore. SBC-59.★

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Builders' hardware of all types. Direct purchase and agency. Hardware Holdings Ltd., 63-79 Queensbridge St., South Melbourne, Victoria. WTD 1/24/64.

● **BURMA**—Hand tools, all types, assorted sizes, for workshop use. Tender No. 2043-82/W.S.T./64/1, bid deadline February 29. The Executive Director, Agricultural & Rural Development Corp., No. 459 Prome Road, Rangoon.★ (Telephone: 202-WO 7-5589).

CHILE—Complete line of shelf hardware, hand tools, accessories, mechanical jacks, hand saws, sawblades, saw accessories, chain and rope fittings; hardware for: furniture; builders luggage; industrial casters, wheels. Ferreteria Vega Noriega & Cia. Ltda., (importer, wholesaler, retailer), Puente 70, Casilla 49, Santiago. WTD 1/9/64.

GERMANY—Manicure, pedicure implements, all kinds; price quotations cif European ports. Gebr. Plassmann, (manufacturer, wholesaler), 2-4 Schwanenstrasse Postfach 846, 565 Solingen-Ohligs. WTD 1/15/64.

Household articles of steel, sheet metal, plastics. Metallwarenfabrik G. Kling, (manufacturer), 6921 Helmstadt/Baden, Hauptstrasse 18. WTD 4/23/62.

Tools, utensils for carpenters, painters, paper hangers, do-it-yourself purposes, particularly novelties, excluding hardware. Luward-Leim-Gesellschaft Dr. W. Leibrock, (manufacturer, importer, wholesaler), 68 Mannheim-Rheinau, Postfach 49. WTD 4/23/62.

NETHERLANDS—Small agricultural, garden tools, equipment. All kinds of builders hardware. All kinds of hand saws and accessories. All kinds of hand tools, accessories. Direct purchase and agency. Agentuur & Commissiehandel Themans, (manufacturers' agent), 72 Houtmarkt, Zutphen. WTD 11/15/62.

SOUTH AFRICA—Tradesmen's hand and electric tools. Desires good quality for mechanics, carpenters, electricians, masons, plumbers, hobbyists. Requests replies from manufacturers only. Brock, Tuchten (Pty.) Ltd., (importing distributor), P.O. Box 3281, Cape Town. WTD 11/22/63.

343 Heating Apparatus, Plumbing Fixtures

See also SPECIAL TRADE LEADS on page 20.

AUSTRALIA—Plumbing fittings, trim, all types, especially those that might be unique to Australia. Direct purchase and agency. Hardware Holdings Ltd., 63-79 Queensbridge St., South Melbourne, Victoria. WTD 1/24/64.

344 Fabricated Structural Metal Products

AUSTRALIA—Metal building products, such as reinforcing bars, masonry anchors, metal plaster base accessories. Hardware Holdings Ltd., 63-79 Queensbridge St., South Melbourne, Victoria. WTD 1/24/64.

346 Metal Stampings

FRANCE—Cast iron, tinware, stainless steel, cooking utensils for use in kitchen, restaurants, hospitals. Direct purchase and agency. Ets. Guglielmoni, (manufacturer, dealer), 89-91 rue Cartier Bresson, Pantin (Seine). WTD 12/19/63.

349 Fabricated Metal Products

See also SPECIAL TRADE LEADS on page 20.

■ **TURKEY**—Valves (tubes), various types, 83 items. Adjudication No. 63-116-2. Loan No. 277-H-043. U.S. source. Bid deadline February 28. Ministry of Tourism & Information, Technical Dept., Ankara. Detailed specifications may be obtained from: Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-55.

351 Engines, Turbines

MALAYSIA—Marine diesel engines, preferable reconditioned; gear ration 3-1 for fishing boats, RPM-2400, HP-100-120. Eastern Bazarr (importer, indent agent, retailer, wholesaler), 8 Bishop St., Penang.

PHILIPPINES—Diesel engines. Direct purchase and agency. Mr. R. G. Vildzius, President, A & G Corp., (importer, wholesaler, retailer, manufacturer), Z-24 Zamora Bldg., Manila Hotel Compound, Manila. WTD 8/17/62.

352 Farm Machinery

See also SPECIAL TRADE LEADS on page 20.

GERMANY—Lawn equipment, garden tools, implements, sprinkler, sprinkling equipment, pipes, pumps, agricultural implements and machinery, particularly newly developed products. Direct purchase and agency. Christian Metzger (wholesaler, retailer, agent), 7 Stuttgart-S, Eberhardstrasse 8. WTD 1/13/64.

NETHERLANDS—Used tractors, wheel, all purpose (not rebuilt or overhauled), suitable for hydraulic operated attachments. K. Kooperberg, (importer), 92-94 Elandsgracht, Amsterdam.

SOUTH AFRICA—Windmill accessories. Requests replies from manufacturers only. Brock, Tuchten (Pty.) Ltd. (importing distributor), P.O. Box 3281, Cape Town. WTD 11/22/63.

TRINIDAD, W.I.—Agricultural machinery (tractors), tools suitable for small farms. Importer, exporter, wholesaler, sales agent requests replies from manufacturers of agricultural machinery and tools. Direct purchase and agency. Sheene's Agencies, 10 Chacon St., Port of Spain. WTD 12/31/63.

353 Construction Machinery

See also SPECIAL TRADE LEADS on page 20.

AUSTRALIA—Special equipment used in construction of industrial and office buildings, such as hoists, conveyors, material handling equipment. Direct purchase and agency. Hardware Holdings Ltd., 63-79 Queensbridge St., South Melbourne, Victoria. WTD 1/24/64.

GERMANY—Machinery for: construction, excavating, maintenance; off-highway hauling; ditching, trenching; equipment: power cranes, shovels, draglines, pullshovels, backhoes, mixers, pavers, cutting edges, end bits. Importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Fred Glesius, 3 Am Fallhammer, 4 Duesseldorf-Hafen. WTD 1/13/64.

GUINEA—Bulldozers, motorgraders, traxcavators, compressors, dump truck, liquid carriers, cars, other equipment used in roadbuilding. Requests illustrative brochure, terms of payment, replies in French. Mr. J. Camillucci, Director, Enterprise Senegalaise Jean Lefebvre, 11 Ave. Jean-Jaures, (Boite Postale 106), Dakar, Senegal. WTD 1/13/64.

■ **INDIA**—Crawler tractors, pushers, 3 ea., 220-250 h.p.; for heavy dozer, 3 ea., 120-170 h.p.; spare parts up to 10% of value. Tender No. S/Project/33089-P/I. Tender fee, not returnable, $2.10 ea. Rf. No. D/ENQ/901. Bid deadline February 28. Crawler tractors, 9 ea., with bulldozing attachment, push plate, 170-185 draw-bar h.p.; motor grader, 115-125 h.p. Tender No. S/Project/33120-P/I. Tender fee, not refundable, $2.10 ea. Ref. No. D/ENQ/908. Bid deadline February 27. Pneumatic loaders, rocker shovels, 7 ea., 10/12 cft capacity; spares for 2 years' normal maintenance. Tender No. S/Project/33077-P/33107-P/I. Tender fee, not refundable, $2.25 ea. Ref. No. D/ENQ/907. Bid deadline February 28. Loan No. 386-H-082. U.S. source. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from: India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-56.

● 4.5 cu. yards-4 cu. m. electric shovels and crawler mounted air operated drifter drills. Tender No. B/F/2/63, bid deadline April 10. Tender fee $15.75 each (not refundable), available from National Mineral Development Corp., Ltd., New Industrial Township, Faridabad (P6).

● 309 pieces of various types of construction machinery, including but not limited to, 93 concrete mixers, 26 crawler tractors, 30 scrapers (pull and motor), 36 dragline buckets (perforated and ordinary). Tender No. CPO/SPM/21-60, bid deadline March 16. Tender fee $10.50. not refundable. Chief Purchase Officer, Faraka Barrege Project, 3 A Dr. Satyananda Roy Rd., Calcutta-29.

NORWAY—Second hand loaders with shovel or crane, also equipped for handling of timber. Particularly interested in "Pettibone," "Carry-Lift," "Speed Swing." Halseth Industrimaskiner A/S (importing wholesaler, retailer), Ths. Heftyesgt. 50, Oslo. WTD 1/14/64.

PHILIPPINES—Mining equipment. Mr. Emilio Viardo, Executive Vice-President, Filipinas Consultants & Management Corp., (consultants, managers), 1006 Manhattan Bldg., 415 Nueva, Manila. WTD 3/30/63.

■ **TURKEY**—Grinding mill installation for the Keciborlu Sulphur Mine, capacity 3,000 kg. per hr., for grinding to fineness 325 mesh ASTM, not more than 5% residue on the screen. Installation to be equipped with continuous feeding, inert gas generators, cyclone collectors, safety discharge valves, necessary piping, electric motors and wiring, sacking facilities complete with flanged piping, connections. Approx. $60,000. Loan No. 277-H-043. U.S. source. Quotation date February 28. Ref. No. 124-KK/371. Etibank General Management, Sihhiye, Ankara. SBC-56.

354 Metalworking Machinery

See also SPECIAL TRADE LEADS on page 20.

AUSTRALIA—Portable pneumatic, electric power-driven hand tools, all types, for industrial uses, 220-240 v., 50 cycles, alternating, single phase; 420-440, 50 cycle, alternating, three phase. Power-driven hand tools, all types, for home workshop, 220-240 v., 50 cycles, alternating, single phase. Direct purchase and agency. Automatic polishing machine to polish body of cast brass faucets, such as bibs and pillars, to eliminate belt polishing as used on backstand idlers. Machine should be able to polish approx. 50.000 pieces a month. Initial correspondence should include descriptive literature, prices. Hardware Holdings Ltd., 63-79 Queensbridge St., South Melbourne, Victoria. WTD 1/24/64.

● **EAST PAKISTAN**—Universal milling machine, 14" x 60" table; 8" or 10" bench grinder; 1" electric hand drill with stand; 220 volt A. C. battery charger; acetylene welding and cutting set. Tender No. S-13/1029(63-64), bid deadline March 3. The Director of Supply, Govt. of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-5652).

GERMANY—Special types of cutting tools for machine tools and metalworking machinery. Direct purchase and agency. Komet Stahlhalter- und Werkzeugfabrik Robert Breuning G.m.b.H. (manufacturer, exporter), 7122 Besigheim a.Neckar, Hauptstrasse 58. WTD 1/14/64.

■ **GREECE**—Accessories for drilling equipment: BX casing 10′ W. coupling, 80 ea.; EWX single tube, core barrel 10′ W. group, 18; same, AWX. 12; same, BWX, 10; EWX double tube core barrel 10′ rigid type W. group, 4 ea.; AWX double tube core barrel swivel type W. group, 4 ea.; rod recovering tap E.W.L.H. rod thd. L.H. tap W. group, 4; rod recovering tap EW.RH rod thd. R.H. tap. 2; rod recovering tap AW.L.H. rod thd. L.H. tap, 4; rod recovering tap AW.RH rod thd. R.H. tap, 2; AX magnetic extractors, 2; BX, EX, WX magnets, 2 ea.: AW drill rods 10′ with coupling, 100 ea.; EX casing cutter W. Group, AX casing cutter W. group. Loan No. 240-H-028. U.S. source. Quotation date February 29. Bauxites Parnasse Mining Co., 21a, Amerikis St., Athens (135). SBC-60.

■ **INDIA**—Micropoint tool grinder, complete with direct dial and scale settings for tool point radius, tool point offset, lead cutting edge angle, cutting edge angle, both conical and cylindrical relief angle tool point grinds; adjustable reciprocating wheel slide, diamond wheel adapter unit, cast iron base, electric motors, necessary base mounted controls, suitable for 400 volts, 3 phase, 50 cycles, all electricals impregnated for tropical climate; with mist coolant system, factory installed, complete with valve, filter, tank, fittings, to operate on shop air supply. Automatic cam grinder, complete, ready for operation, with diamond wheels and cams, for 400 volts, 3 phase, 50 cycles, all electricals impregnated for tropical climate; to grind throw away tips triangular and square tungsten carbide tips; to grind all radii perfect tangent with sides and hold apex within .0005", all radii held within .001" of shape. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 14. IL No. P/CG/2040457/R/DL/18/C/H/18. Ref. No. 11(10)/63 AID.II. India Hard Metals Private Ltd., Registered office: D.C.M. Premises, Bara Hindu Rao, Delhi, Branch office: 49/1 Gariahat Rd., Calcutta 19. Cable: HARDMETAL, Calcutta. SB-56.

■ Keyseater, equipped with tilting table for cutting tapered keyways, motor base and motor pinion, with standard electric motor having manual starter; open back press with extra equipment; electric hoists, push button operated, capacity 500 lb., 6 Nos.; electric hoists, push button controlled, capacity 1000 lb., 6 Nos.; balanced design electric hoists, standard head room, capacity 6000 lb., 3 Nos.; mobile access lift, hydraulic working platform. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date March 11. Ref. No. 12(12)/63-AID-II. IL No. P/CG/2040273/R/DL/18/C/H/16/CG.II. M/s.Kirloskar Electric Co., Ltd., Post Box 1017, Bangalore 3. Cable: RAVIUDAYA, Bangalore. SBC-54.★

■ Shoe grinders, 6"-16" range, 2 Nos.; brake drum lathes, 4 Nos.; cylinder hones complete with stone carriers, 10 Nos.; small engine cylinder hones, 1⅞"-2¾", 3 Nos.; constant voltage arc welder; hydraulic pipe cutters for cutting hard metals, stainless steel, mild steel, steel rod, 4 Nos.; valve refacer, chuck capacity .230"-11/16", complete with ½ H.P. 220/50/1 A.C. or AC/DC Universal and standard equipment, including landing wheel, 2 Nos.; micro wire automatic wire feed welding equipment; gasoline engine driven arc welder, 6 Nos.; fly cutter cylinder boring bar; wet type valve face grinding machines, chuck capacity .230"-⅝", motorized, 6 Nos.; valve seat grinding sets, 15 Nos.; portable crankshaft grinders, 5 Nos. Loan No. 386-H-082. U.S. source. Quotation date March 10. Ref. No. 63(169)/63-Aid(1). IL Nos. P/EI/9010188/R/DL/18/M/D/17 and P/EI/9010187/R/DL/18/M/D/17. Power Tools & Appliances Co., 2, Dalhousie Square East, Calcutta 1. SBC-54.★

Hydraulic vertical drilling press, hydraulic horizontal wire drawing press, hot rolling mill press, hydraulic straightening press, complete unit to feed the working fluid to the hydraulic presses, cone making plant, cylinder neck making plant, bottom and inner surface shot-blasting plant for the manufacture of gas cylinders. Capacity of plant would be 50,000 cylinders per year. Copy of specifications describing the equipment desired available on loan basis from the Trade Opportunity Staff BDSA-111, Rm. 4203, Department of Commerce, Washington, D. C., 20230. Telephone: 202-WO 7-4674. Requests descriptive literature, price quotations. Gas Cylinders, (India), Ltd., (manufacturer), 15 India Exchange Pl., Calcutta. WTD 6/1/61.

JAPAN—Washers, car pressure type, soap-loaded with control lever or button for switch-

ing to either clear or soapy water. Direct purchase; requests catalogues and price quotations cif Japan. Daikoku Co., Ltd., (export-import), P.O. box 123, Central, Nagoya. WTD 7/63.

MOROCCO—Machines for the manufacture of standard office-type paper clips, staples, thumb-tacks. Quotations cif Casablanca; requests replies in French. La Marocaine d'Editions Pedagogiques (importer), 1, rue Edmond Rostand, Casablanca. WTD 7/30/63.

NETHERLANDS—All kind of power driven, electric portable hand tools for home workshop. Direct purchase and agency. Agentuur & Commissiehandel Themans, (manufacturers' agents), 72 Houtmarkt, Zutphen. WTD 11/15/62.

PAKISTAN—High speed steel twist drills. Direct purchase and agency. The National Fine Arts & Curios Trading Emporium (makers and exporters, representatives, commission agents, indentors), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

■ Super precision universal grinder; 4"-6" swing machine required for gauge work; suitable accessories, complete technical data on all items. Similar to Swiss Trippit 100. Control No. 587. Verticle spindle, rotary table, surface grinder, table dia. approx. 18"-24"; complete line of accessories. Control No. 586. Special purpose grinding machine, piercing needles premachined, hardened, body centerless, ground to close tolerance. Control No. 585. Sand classifying machine; to extract all particles greater than 60 mesh and all particles smaller than 120 mesh, capacity 2 tons per hour; to extract metal shot of 18, 24, 30 mesh. Control No. 718. Ingot stripper, to strip 6"x 6" ingots from the ingot mold, crane or stationary model, capacity 25 tons per day; available cranes are 5, 10, 20 ton capacity, clearance 30 ft. floor to max. elevation of crane hook. Control No. 715. Loan No. 170. U.S. source. Bid deadline March 5. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., W., Attn. D.I.C.R. Detailed specifications may be obtained from EBASCO Services, Inc., 2 Rector St., New York, N.Y., Attn. J. D. Cassidy. SBC-56.

PHILIPPINES—Automotive maintenance equipment for gasoline, service station. Direct purchase, agency. Metalworking machine tools. Mr. R.G. Vildzius, President, A & G Corp., (importer, wholesaler, retailer, manufacturer), Z-24 Zamora Bldg. Manila Hotel Compound, Manila. WTD 8/17/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SOUTH AFRICA—Swaging machines, press type, rotary type for use in swaging various types of automotive cables. Swaging machine, dual purpose, other than rotary, 3 phase 380 v., foot operated for use in swaging various types of automotive cables. Machine must take changeable dies for different swaging fittings varying from ½" overall dia. downwards, and throat size from 2" downwards. The Brake & Speedo Cable Services Co., (Pty.), Ltd., P.O. box 5689, Johannesburg.

Machinery to manufacture a complete range of screws of various head designs. Amrho International, (agent), 813 Reinsurance House, Commissioner St., Johannesburg. WTD 1/20/63.

TRINIDAD, W.I.—Power-driven hand tools, industrial, pneumatic, electric portable. Importer, exporter, wholesaler and sales agent requests replies from manufacturers of power-driven hand tools. Direct purchase and agency. Sheene's Agencies, 10 Chacon St., Port of Spain. WTD 12/31/63.

355 Special Industry Machinery

BRAZIL—One loom complete with accessories for manufacture of elastic cloth, should include the respective winder, harnesses, 10 000 harness needles; rubber covering machine with capacity for 40 spindles, winder for feeding and a complete warper suitable for the rubber ends, with a capacity for cloth (greige) up to 1.60 meters in width, requests illustrated pamphlet, estimates, delivery, payment conditions. Textil Can-Pes Ltda., (manufacturer), Rua São Leopoldo 453, São Paulo. WTD 1/9/64.

FRANCE—Weaving looms, braiding or plaiting machines, light, medium-duty, designed for the production, in continuous operation and in different widths (1.6 in. and less) of weaved leather laces, thongs, thin strips of material for utilization by the footwear industry. Requests replies from manufacturers only. Etablissements Florence, S.A., (manufacturer), 7 rue Marx-Dormoy, Le Bouscat, Gironde. WTD 6/24/63.

GERMANY—Agitators; rolling mills for paint, lacquer manufacturing; requests price quotations cif European ports. Herbig-Haarhaus AG., (importer, manufacturer), 198-226 Vitalisstrasse, 5 Koeln-Bickendorf. WTD 1/17/64.

Rolling mills for paint, lacquer manufacturing; price quotations cif European ports. Herbig-Haarhaus AG., (importer, manufacturer), 198-226 Vitalisstrasse, 5 Koeln-Bickendorf. WTD 1/17/64.

Brewery machines. Henninger Braeu, K.G., 64 Wendelsweg, 6 Frankfurt/Main. WTD 1/23/64.

All kinds of machinery, equipment, supplies for the printing and graphic arts industry. Direct purchase and agency. Graphischer Grosshandel Hugo Janko, Stuttgart 13, Hausmannstrasse 158A. WTD 1/23/64.

HONDURAS—Complete equipment for a bakery to produce crackers, cookies. Santiago Babún (manufacturer), Aptdo. No. 41, San Pedro Sula.

■ **INDIA**—Stranding machine high speed, 12 reel, suitable for manufacture of stranded wire cables, Bowden, of 1 mm. to 8mm. dia., as used by automobile industry; complete with all necessary equipment, reels, dies, leads, formers, take-ups; electricals suitable for 3 phase, 50 cycles 440 a.c. supply. Wire winding machine for winding reels for high speed stranding machine, complete with swifts, all necessary equipment. Preferably cif Bombay; or, fob prices with indication of approx. freight, insurance, other charges. Shipment before September 30, bill of lading acceptable as date of shipment. Quotations in triplicate. Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 16. IL No. P/CG/2040470/R/DL/18/C/H/18. Ref. No. 14(12)/63-AID.II. Forbes Forbes Campbell & Co., Ltd., Forbes Bldg., Home St., Fort, Bombay 1. Cable: YESTERMORN, Bombay. SBC-58.

■ Vertical contour band saw capacity 26" throat x 15" high, with standard equipment including self-contained 2 hp., 440 v., 3 phase, a.c. motor, magnetic push-button starter, complete with blade welder, illuminating magnifying glass, rip fence, circular sawing attachment, roller guides, lighting attachment, parallel plate, 90-degree angle gage saw guide, mitering attachment, extra set of saw guide inserts, extra set of guide blocks, set of 30-degree angle saw guide blocks, cif. Loan No. 386-H-082. U.S. source. Quotation date March 12. IL No. P/E/9010012/R/DL/18/M/D/17. Ref. No. 63(15)/63-082/AID(I). United Equipments & Stores Private Ltd., 53 Radha Bazar Lane, Calcutta 1. SBC-58.

■ Automatic zip fastener machines, size No. 3, complete; zip fastener brushing, polishing machines, complete with built in motor; top stop mounting machines; pinking machine to cut zippers; slider mounting fixtures; spare tools, 30 sets., flattening machines. Ref. No. 20(16)/63-AID.II. Import license No. 978430/DLF.157/62/H.Q./C.G.I. Loan No. 386-A-032 (DLF Loan No. 157). U.S. source. Quotation date March 17. Madhu Fasteners Co., Udyog Nagar, Bhaktinagar, Station Rd., Rajkot. SBC-59.★

IRAQ—Machinery, equipment for production of date syrup. Dates Industries Co., PLS; P.O. Box 109, Damirji Bldg., Bank Street, Baghdad. A copy of the specifications for the desired machinery is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

JAPAN—Barking machines for chips, slabs, logs, portable or small stationary type. String bundling machines for packages. Japan Allen Cash Register Co., Ltd. (importer, wholesaler), 11 Kanda Kamakura-cho, Chiyoda-ku, Tokyo. WTD 10/24/63.

Leather working, shoe making, sole stitching machinery. Direct purchase and distribution. Leader Machine Co., Ltd. (importer), 1, 3-chome, Asakusa-Yoshino-cho, Taito-ku, Tokyo.

NEPAL—Pulp and paper plant—complete plant including structural frame and roofing, to produce pulp from "sabai grass" (eulalopsis bintta) and 10 tons of writing paper a day; also plant of 20 ton capacity. Catalogues, quotations cif Calcutta, complete drawings and technical assistance desired. Mr. Mandvi Prasad Singh (manufacturer), c/o General Yogbikram Rana, Dhobichaur, Kathmandu.

SWEDEN—Plastic processing machines, cable manufacturing machines. IKO Kabelfabrik AB, Postfack, Grimsås. WTD 1/16/64.

● **TAIWAN**—Cigarette making machines, 16, capacity 2,000 cigarettes per minute when length of cigarette is 70 mm. Tender No. GFD-17797 WK, bid deadline, March 3. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wu Chang St., Taipei.★ (Telephone: 202-WO 7-5589).

● Bottling machine, 1, automatic, for wine, for 0.6 and 0.72 liter cylindrical bottles, capacity not less than 7,200 bottles per hr. Tender No. GFB-14963 WK, bid deadline February 28. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: 202-WO 7-5589).

TURKEY—Machinery for manufacture of all sizes of sisal hemp ropes. Türk-Ingiliz Ithalat ve Ihracat Kol. Şti., Rüstem Vafi ve Ort. (exporter, importer), Arslan Han 1/6, Perşembepazar, Galata, Istanbul.

356 General Industrial Machinery

See also SPECIAL TRADE LEADS on page 20.

● **BURMA**—Pump, 5, centrifugal, diesel en-

gine driven, capacity 10,000-12,000 ghp, 150-250 ft. head; pump, 5, centrifugal, diesel engin driven, capacity 20,000 gph, 300 ft. head; pump, 5, centrifugal, diesel engine driven, capacity 30,000 gph, 350 ft. head. Tender No. DPES 14/64, bid deadline February 29. The Director of Procurement, Revolutionary Government of the Union of Burma, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-5589).

CHILE—Water pumps; direct purchase and agency; requests replies in Spanish. Enrique Obregon R. (importer, wholesaler, retailer), Barros Arana 210, Casilla 683, Concepcion. WTD 1/24/64.

● **EL SALVADOR**—Pump 3, water, turbine type, vertical shaft, with security interrupters, replacement parts. Tender No. IM 5/64, bid deadline March 2, in Spanish. Administracion Nacional de Acueductos y Alcantarillados (ANDA) 2ª Ave. Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-5589).

■ **INDIA**—Boiler feed water pump, 2½ UNQ, 11 horizontal, four stage, horizontally split volute centrifugal, with gear type coupling and structural steel base plate to receive pump and turbine; drive for same, 284 HP, 3600 RPM, type U2R horizontal, single stage, noncondensing steam turbine in class II cast steel construction. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date March 8. Ref. No. 4(206)/62-Aid.II. IL No. 989532/DLF-157/61/HQ/CG.III. National Rayon Corp. Ltd., through Messrs. Chemtex Inc., 850 Third Ave., New York, N.Y. SBC-54.

IRAN—Deep well water pumps. Requests price quotations cif Khorramshahr from U.S. manufacturers. Sherkat Sahami Abyari Tchahdasht, (formerly known as Field Irrigation Establishment, No. 603 Saadi Ave., Tehran.) No. 605 Saadi Ave., Tehran. WTD 9/16/63.

● **IRAQ**—Pumps, spare parts, assorted types, sizes, other supplies. Tender No. DMW/22/1963, bid deadline March 8. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

MALAYSIA—Air compressors with capacities up to approx. 600 cu. ft. min. J. Whyte & Co., (Malaya), Ltd., (importer), 84 Jalan Ampang, Kuala Lumpur. WTD 7/19/63.

NETHERLANDS—Special application pumps, filters, other apparatus for chemical, petroleum, petrochemical, food industries. N. V. Ingenieursbureau v/h J.M.C. van Borselen, 10 Parkstraat, The Hague. WTD 5/29/61.

SOUTH AFRICA—Flanged bearings, grease-sealed, self-aligning, ¾" bore; pulleys, triple groove, 3", V type, ¾" bore. Replies from manufacturers only. Hamrad (Pty.) Ltd. (importing distributor), 114 Buitengracht St., P.O. Box 3579. Cape Town. WTD 6/11/63.

● **URUGUAY**—Compressor, air, two, stationary, capacity of 1,500 cu. ft./min. suction pressure one atmosphere, discharge pressure 100 lb. per sq. in., two stages with intercooler. Tender No. 5249, bid deadline, Feb. 28. Only individuals or firms legally established in Uruguay may participate in public bids. Administracion Nacional de Combustibles, Alcohol y Portland (ANCAP) Paysandu y Avda., Agraciada, Montevideo. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

See also SPECIAL TRADE LEADS on page 20.

SWEDEN—Automatic bank note currency changers. Ingeniörsfirman Stig Wahlström (sales agent), P.O. Box 52, Farsta 1. WTD 8/12/63.

● **THAILAND**—Platform scales, 35; with dial indicators, 20 to weigh 500 kgs., 15 to weigh 1000 kgs. Tender No. 07020, bid deadline March 4. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-3518).

358 Service Industry Machines

ENGLAND—Specialized floor maintenance ancillary equipment: floor mopping, cleaning; sprays; janitorial hardware, supplies. Progress (Universal) Ltd., Aldershot, Hampshire. WTD 12/23/63.

FRANCE—Refrigeration and air-conditioning equipment, including cooler units, evaporators, ice-making machines; air-conditioners, packaged and other types; air-conditioning components, accessories. Agency and, eventually, direct purchase; requests replies in French or Spanish. J. Roux (sales and manufacturers' agent,), 36 Ave. Honoré-Serres, Toulouse, Haute-Garonne. WTD 1/27/64.

JAPAN—Dish washing machines, commercial; direct purchase and distribution. Minami Radio Co., Ltd. (wholesaler), 11 Kanda Tashiro-cho, Chiyoda-ku, Tokyo.

MALAYSIA—Vacuum cleaners for automobiles. Frank Chee Ltd. (electrical appliances, radio & television sets, refrigerators, heavy machinery), 270 Pudu Rd., Kuala Lumpur.

361 Electric Transmission, Distribution Equipment

■ **INDIA**—Hydraulic power units for horizontal or vertical mounting, suitable for 10 h.p., 700 r.p.m. on driving end, 4 Nos.; hydraulic power unit for horizontal or vertical mounting, suitable for 1.5 h.p., 1,280 r.p.m. at driving end; abrasive hard gear finishing machine for hard end gears up to 12" dia., 2" width. Loan No. 386-A-055 (AID Loan No. 217). U.S. source. Quotation date March 6. Ref. No. 65(230)/63-Aid.III. IL No. A-589000/61/AU-DW/CCI/HQ/RM/L-II(E). Automobile Products of India Ltd., Agra Rd., Bhandup, Bombay 78. SBC-60.

● **PORTUGAL**—Supply and erection of 600 kw rectifier substations, 5. Bid deadline May 29. Bids should be submitted to Servico de Transportes Colectivos do Porto, Ave. da Boavista, 806, Oporto. A copy of terms and specifications, in Portuguese, is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-4242).

● **TUNISIA**—Supply and erection of 90/33/10 kv transformer substation in Tunis. Bid deadline March 31. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis. Specifications available in French.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

CHILE—Industrial motors; direct purchase and agency; requests replies in Spanish. Enrique Obregon R. (importer, wholesaler, retailer), Barros Arana 210, Casilla 683, Concepcion. WTD 1/24/64.

FRANCE—All kinds of electrical apparatus, controls; a.c. general purposes, industrial; generators, generator sets, carbon electrodes. Direct purchase and agency. European Market Association (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

All kinds of electrical apparatus, controls, a.c. general purposes, industrial generators, generator sets, carbon electrodes. Direct purchase and agency. Ets. Guinault & Cie (manufacturer), 70 bld. Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

Battery operators, rotary & rockers, to animate advertising displays, to operate from regular current or batteries. Direct purchase and agency; requests replies in French. S.A. Tyrode, 34, 36 rue des Rigoles, Paris 20e. WTD 10/23/62.

■ **GREECE**—Condensing units, hermetic type for Freon 12, 220 v., single phase, air cooled, $70,000. Condensing units, semi-hermetic type for Freon 12, air cooled, $10,000. Loan No. 240-H-028, U.S. source. Quotation date March 5. Refrico Loucas A. Oreopoulos Refrigerating Equipment Mfg. & Trading Co., 5, Marathones St., Piraeus. SBC-60.★

■ **INDIA**—Equipment required for cutting natural sillimanite rock, having hardness 7 on Mohs' scale into furnace blacks for use in glass melting tanks, including main pillar, saw breastplate, driving spindle, blade, table, rails, electrical equipment, with 17½" h.p. motor, current supply of 400 v., 3 phase, 50 cycles. Ref. No. 20(56)/63-AID.II. Import license No. P/CG/2040114/R/DL/18/C/17/CG.IV Quotation date March 14. Assam Sillimanite Ltd., 6 Ganesh Chandra Ave., Calcutta 13.

■ 92" slitter and winder, having special features, extra equipment; 50 h.p. winder, control console; unwind stand; 112" slitter and winder, extra equipment; 60 h.p. winder, control console; unwind stand for same, with controls. Ref. No. 13(1)/63-AID-II. IL No. 978386/DLF157/62/HQ/CG.II. Quotation date March 15. Loan No. 386-A-032 (DLF Loan 157). U.S. source. The Titaghur Paper Mills Co., Ltd., Chartered Bank Bldg., Calcutta 1. SBC-61.★

PAKISTAN—Brass welding wire, rods. The National Fine Arts & Curios Trading Emporium, (makers and exporters, representatives, commission agents, indentors), 15-18 Bull Rd., Lahore 7. WTD 3/28/63.

363 Household Appliances

See also SPECIAL TRADE LEADS on page 20.

● **IRAQ**—Supply of 100 electric refrigerators having a capacity of 12 cu. ft. Tender Notice No. 55/63, bid deadline March 15. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5346).

JAMAICA—Gas ranges. Commission merchant and manufacturers' representative requests replies from manufacturers only; desires exclusive agency. Stanley Motta Ltd., 109 Harbour St., Kingston. WTD 5/17/63.

JAPAN—Electric household appliances such as blenders, mixers, steam irons, frying pans, vacuum cleaners. Desires small quantities initially with good possibility of larger purchases later. Requests replies with catalogues, price lists. Nagoya Products Export Co., Ltd., 9. 4-chome Chikara-machi, Higashi-ku, Nagoya. WTD 7/13/60.

Electric dish washing machines, household; direct purchase and distribution. Minami Radio Co., Ltd. (wholesaler), 11 Kanda Tashiro-cho, Chiyoda-ku, Tokyo.

NETHERLANDS—Equipmentt for bakeries, restaurants, canteens, all kinds, including large kitchen installations. Diepenbroek's Handelshuis N.V. (importer), 13 Stargardlaan, Bussum.

364 Electric Lighting, Wiring Equipment

CHILE—Electric lamps, automotive, metal sealed beam; direct purchase and agency. Requests replies in Spanish or Italian. Eugenio Rusconi B. (importer), Av. Libertad 1154, Viña del Mar. WTD 1/7/64.

FRANCE—Electrical apparatuses: connectors, current carrying devices. Direct purchase and agency. Ets. M. Guinault & Cie (manufacturer), 70 bld. Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

All kinds of electrical apparatuses: connectors, current carrying devices. Direct purchase and agency. European Market Association (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

● **IRAQ**—Lightning arrestors, 1,000; 11-kv pin insulators, 15,000; 11-kv anchorage disc insulators, 3,000; shackle insulators 3½" x 3" 30,000; shackle insulators 2½" x 2", 20,000; 600 volt pin insulators, 5,000. Tender No. 5, bid deadline March 17. Terms and specifications may be obtained from the Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $5.60 per copy. A copy of the general conditions of tender is available for review only in Rm. 4124, Power & Electrical Equipment Division; BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

ENGLAND—Acetate blanks for direct disc recordings. Agency and direct purchase. Sound News Productions (manufacturer, exporter, importer, merchant), 10 Clifford St., New Bond St., London, W.1. WTD 1/24/61.

366 Communication Equipment

FRANCE—All kinds of electrical apparatuses, transmitter accessory items. Direct purchase and agency. European Market Association (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

All kinds of electrical apparatuses, transmitter accessory items. Direct purchase and agency. Ets. M. Guinault & Cie (manufacturer), 70 bld. Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

MALAYSIA—Radio telephones for automobiles. Frank Chee Ltd. (electrical appliances, radio and television sets, refrigerators, heavy machinery), 270 Pudu Rd., Kuala Lumpur.

367 Electronic Components, Accessories

FRANCE—All kinds of electrical apparatuses, electronic components, assemblies. Direct purchase and agency. Ets. M. Guinault & Cie (manufacturer), 70 bld. Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

369 Electrical Machinery, Equipment, Supplies

FRANCE—All kinds of electrical apparatuses storage batteries, contactors. Direct purchase and agency. Ets. M. Guinault & Cie (manufacturer), 70 bld. Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

All kinds of electrical apparatuses, storage batteries, contactors. Direct purchase and agency. European Market Association (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Complete line of repair and replacement parts for motor vehicles. Central Autos Ltda., Plaza Sotomayor 147, Casilla 79-V, Valparaiso. WTD 1/7/64.

Complete line of repair, replacement parts for motor vehicles; direct purchase and agency; requests replies in Spanish. Enrique Obregon R. (importer, wholesaler, retailer), Barros Arana 210, Casilla 683, Concepcion. WTD 1/24/64.

Complete line of repair, replacement parts for motor vehicles; direct purchase and agency. Luis Zabala A (importer, wholesaler, retailer), Santa Rosa 2140, Santiago. WTD 1/9/64.

HONDURAS—15 used Jeeps and pick-up trucks; requests replies in Spanish. Ing. Héctor Molina García (government agency), Ministro de Recursos Naturales, Palacio de los Ministerios, Tegucigalpa, D.C.

■ **INDIA**—Wheel bearing adjusting and locknut wrench, W-144, equivalent to Miller's Spl. Tools, 2 Nos.; shock absorber rubber grommet installing tool, W-198, Miller's Spl. Tools, 2 Nos.; garage tools, Willys essential special service tools or equivalent, 57 items, 10 Nos. each. Loan No. 386-A-055. U.S. source. Quotation date March 8. Ref. No. 61(9)/62-Aid(1). IL No. A.592919/61/AU-DW/CCI/HQ/RM. Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. SBC-54.★

■ Motor vehicle parts: timing chains; starter switches; stop light switches, bushings; condensers; rotors; contact sets; caps; Bendix drive assemblies. Various part Nos., descriptions, quantities. Ref. No. 60(37)/63-082/Aid (1). IL No. E.030590/62/E1/CCI/Jt./ B. Quotation date March 15. Loan No. 386-H-082. U.S. source. New Indo Trading Co., 475 Sardar Patel Rd., Bombay. SBC-58.★

■ Motor vehicle parts; long list parts numbers, descriptions, makes. Loan No. 386-A-055 (DLF Loan 217). U. S. source. Quotation date March 15. IL No. A. 592098/61/AU-DW/CCI/HQ/RM. Ref. No. 60(348)/63-Aid(1), Vol. II. Hindustan Motors Ltd., 15 India Exchange Place, Calcutta 1. SBC-58.★

■ Garage tools, long list, $9,900. Loan No. 386-H-082. U.S. source. Quotation date March 10. Ref. No. 53(180)/63-082/Aid(1). IL No. 031431. M/s Jairamdas & Sons, 163, Narain Dhuru St., Bombay 3. SBC-54.★

SAUDI ARABIA—Trucks of all types. Wants to represent line of U.S. trucks, requests replies from manufacturers only. Electrical Engineering Corp. (importer, wholesaler, retailer), P.O. Box 1082, Jidda. WTD 8/1/62.

TURKEY—Mopar, or equal, spare parts for cars and trucks, various part numbers, descriptions and quantities, long list. Import License No. 002821. Oto Kromaj Koll. Sti., A. Berberyan ve T. Karalazo, Taksim, Feridiye Cad. No. 14/A, Istanbul.

■ Carter carburetors, fuel pumps, parts, or equal, various numbers, pieces. IL No. 002818. Otolayt Ticaret A.S., Taksim, Recep Pasa Cad. 7, Istanbul.

Above for Loan No. 277-H-043. U.S. source. Quotation date March 2. SBC-57.★

372 Aircraft, Parts

See also SPECIAL TRADE LEADS on page 20.

ANGOLA—Aircraft, small-size, for training purpose; exclusive representation desired by the local firm. Auto-Avenida, Lda. (importer, wholesaler, retailer), P.O. Box 958-C, Luanda. WTD 10/10/63.

SOUTH AUSTRALIA—One engine for prototype Hovercraft, 70-80 b.h.p., air-cooled, min. weight consistent with long life. Interested in both in-line and horizontally opposed type engines. Mr. Peter Pellandine (manufacturer), 14 Martlesham Crescent, Colonel Light Gardens, Adelaide. WTD 1/14/64.

380 Professional, Scientific Controlling Instruments

GERMANY—Newly developed machines, apparatuses for advertising, educational purposes. Direct purchase and agency. Erich G. Doebler, Kleine Reichenstrasse 1, Hamburg 11. WTD 1/3/62.

381 Engineering, Laboratory, Scientific, Research Instruments

See also SPECIAL TRADE LEADS on page 20.

PORTUGAL—Laboratory instruments for medical, industrial, reasearch use; importer, wholesaler, retailer, commission merchant requests replies from manufacturers. Direct purchase and agency. SETA-Sociedade de Apetrechamento de Laboratóries e Industrias, Lda., 726-2° Esq. Rua de Sá da Bandeira, Oporto. WTD 1/21/64.

SPAIN—Laboratory instruments, equipment, in general; importer, wholesaler, retailer requests replies from manufacturers only with price quotations cif Spanish port. Direct purchase and agency; requests replies in Spanish. Horta y Torrents, S.L., Los Madrazo 15, Madrid 14. WTD 1/15/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Controls, fittings for heating systems. Direct purchase and agency. Zentra-Apparatebau Albert Buerkle O.H.G. (manufacturer), 7036 Schoenaich/Wuerttemberg, Boeblinger Strasse 17. WTD 1/24/64.

■ **INDIA**—Hardness testing machine with standard equipment, extra equipment, test blocks, special accessories, standard spares. Loan No. 386-H-082. U.S. source. Quotation date March 8. Ref. No. 63 (339)/63-Aid (1)/082. IL No. P/EL/9010276/R/DL/18/M/D/17. Rallis India Ltd., 21 Ravelin St., Fort, Bombay 1. Cable: RALLI, Bombay. SBC-54.

PORTUGAL—Testing instruments, controls, machinery used in modern civil engineering; importer, wholesaler, retailer, commission merchant requests replies from manufacturers. Direct purchase and agency. SETA-Sociedade de Apetrechamento de Laboratórios e Industrias, Lda., 726-2° Esq. Rua de Sá da Bandeira Oporto. WTD 1/21/64.

● **SOUTH AFRICA**—66 positive displacement meters to be installed in 450 mile petroleum pipe line; 8 meters for testing and calibrating positive displacement meters; associated connections, valves, strainers, air eliminators. Estimated value of tender $250,000. Tender No. D.5186, bid deadline March 6. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. A copy of the tender is available for review to firms located in the U.S. in Rm. 4110, SITE Division, BDSA-311, Department of Commerce, Washington, D.C.

■ **THAILAND**—Universal indicating and recording demand meter with 15 minutes inte-

grating interval, 10 sets; recording strip chart for use with same, 300 rolls. Loan No. 19. World wide (899). Quotation bid deadline March 6. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Invitation No. PDC-MEA-180. Single copies of invitation to bid (with correction) are available from: Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-55.

384 Surgical, Medical, Dental Instruments

See also SPECIAL TRADE LEADS on page 20.

GERMANY—Veterinary instruments, apparatuses. Direct purchase and agency. Curt Vogel (wholesaler, manufacturer), Stuttgart-S, Weissenburgstrasse 29. WTD 1/16/64.

SINGAPORE—Oxygen breathing apparatus for deep-sea fishing: Small portable air-cooled air compressor direct coupled to a small petrol engine, 0.72 cu.m./min displacement, pressure 7kgs/sq cm.; Air Receiver, capacity 120 litres complete with accessories (optional). Auxiliary chamber, capacity 10 litres complete with accessories (optional); sales agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Lim Wee Cheng & Co. (sales agent), P.O. Box 901, Singapore. WTD 6/21/63.

SPAIN—Medical-surgical instruments: glass adapters, tubes, syringes, trays, basins, catheters, needles, safety pins, thermometers (Centigrade only), crutches, flasks, stethoscopes; importer, wholesaler, retailer requests replies in Spanish from manufacturers only. Direct purchase and agency. Horta y Torrents S.L., Los Madrazo 15, Madrid (14). WTD 1/15/64.

385 Opthalmic Goods

IRAN—Spectacle frames, old models, women's, men's, sold in stock lots. Large quantities required. Prices to be on c&f Khorramshahr basis. Offers with samples desired from factory appointed agent. Malekzadeh & Partners (importer, wholesaler, commission agent), No. 9 Seraye Hadji-Hassan, Bazaar, Tehran. WTD 12/19/63.

386 Photographic Equipment

See also SPECIAL TRADE LEADS on page 20.

PAKISTAN—Motion picture carbon savers. Direct purchase and agency. Phillips & Jones (manufacturers of surgical instruments, badges, regalias), Phillips St., Sialkot. WTD 12/4/63.

393 Musical Instruments, Parts

GERMANY—Musical instruments, accessories, all kinds. Hopf & Co. KG., Musikinstrumentenfabrik (manufacturer, wholesaler, exporter, importer), 39 Platterstrasse, 6204 Wehen/Ts.

394 Toys, Amusement, Sporting Goods

SPAIN—Medium priced toys, games; requests replies in Spanish or French. Felipe Millanes Serran, Aptdo. 19, F. Espanola 26, Ceuta.

395 Pens, Pencils, Office, Artists' Materials

ENGLAND—Ball point pens, with inner plastic barrels, suitable for advertising purposes. Venis & Co. Ltd. (manufacturer), 348 Old St., London, E.C.1. WTD 1/24/64.

MOROCCO—Office supplies (excluding office furniture) such as mechanism for ring bolts for incorporation in loose-leaf binders, loose-leaf ledgers, visible report binders. Quotations Casablanca. REP-Représentations au Maroc (importer), 33, rue de Zurich. Casablanca. WTD 4/16/63.

396 Notions

JAPAN—Hair pins, hair curlers, safety pins. Kawai & Co., Ltd. (Kawai Bussan K.K.) (importer), 125 Okusawa-cho 1-chome, Tamagawa, Setagaya-ku, Tokyo.

399 Manufacturing Industries

CANADA—Wall decorations, ceramic products, plaques suitable for furniture retail outlets. Firm seeks exclusive rights for these products. Kovac Art Creations Ltd., 3121-36th Ave., Ville St. Michel, Quebec. WTD 1/9/64.

SPAIN—Novelties, bazar items suitable as gift items; requests replies in French or Spanish. Felipe Millanes Serran, Aptdo. 19, F. Espanola 26, Ceuta.

Fancyware, gift items, novelties; importer, wholesaler, retailer, agent, requires catalogues and price lists. Direct purchase and agency. Almacenes Madrid de David Neuffal, P.O. Box 45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

■ **THAILAND**—Portable electric generators, gasoline driven, 7 each; centrifugal pumps, 2 ea.; tractor with single 10" heavy duty 4 speed transmission; contractors transit with stadia hairs, telescope 12" min., 3; tripod, extension leg, 3; transistorized megaphone, 2; public address amplifiers, approx. weight 2½ lb., 15. Invitation No. INT-DTEC-632. PIO/C No. 493-125-9-30361. U. S. source. Bid deadline March 5. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable: TTEC, Bangkok. Single copies of complete invitation to bid available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place NW., Washington, D.C. 20008. SBC-61.

505 Farm Products, Raw Materials

ENGLAND—Fur skins, raw, U.S. origin. Agency and direct purchase. David Kuhnreich (exporter, importer, wholesaler, commission merchant), 32/3 Queen St., London, E.C.4. WTD 12/16/63.

GERMANY—All sorts of raw furs for fur wear. Richard & Peter Pohl, 58 Niddastrasse, 6 Frankfurt/Main.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Extend Mozambique deadline

The Mozambique Administration of Harbors Railways and Transport Services, Lourenco Marques, has announced that the bid deadline on Tender No. 1/64 for electric cranes has been extended from February 17 to March 18, (INTERNATIONAL COMMERCE, November 25, 1963, p. 52).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Allen Maxwel Fulscher, representing The Myer Emporium, (Queensland), Ltd., c/o McWhirters, Ltd., The Valley, Brisbane, interested in **fashions, softgoods** and requesting technical information on advertising and promotional techniques. March (dates not yet established) via Honolulu for 8 weeks. c/o Department of Commerce, Empire State Bldg., 61st fl., 350 Fifth Ave., New York, N.Y., 10001. Itinerary: Honolulu, San Francisco, Los Angeles, Chicago, New York, Dallas.

ENGLAND—Dr. M.D. Skillicorn, representing G.K.N. Screws and Fasteners, Ltd., Heath St., Birmingham, interested in **screws fasteners**—marketing in U.S. Here for two weeks. c/o H. T. Kennedy Co., Inc., 67 W. 44th St., New York, N.Y. Itinerary: New York, Chicago, Cleveland, possibly others.

Clifford William Woodhead, representing The Educational Supply Assn., Ltd., Britannia House, 233 Shaftesbury Ave., London, W.C.2., interested in **contacting companies supplying teaching aids, equipment to schools.** March 1 via New York through April 10. c/o British Consul General, 99 Park Ave., New York, N.Y. Itinerary: New York, Boston, New Haven, St. Paul, Washington, San Francisco.

ITALY—Dr. Pietro Ghezzi, representing CORIT, (Commercianti Riuniti Italiani) and Figili di Ettore Ghezzi, No. 10 Via Calzaiuoli, Florence, interested in contacting **household dry goods manufacturers, representatives,** especially those handling fine quality items, with a view to purchasing terry cloth, bedspreads, general dry goods; obtaining for CORIT association members exclusive selling franchises in Italy from dry goods manufacturers; and appointing buying agent for CORIT. March (dates not yet established) via New York for 15 days. c/o Italian Consulate General, New York, N.Y. Itinerary: New York, possibly others.

NETHERLANDS—Wymer J. Van der Ploeg, Managing Director, Peck & Co. N.V., 72-76 Nieuwendijk, Amsterdam, interested in becoming the exclusive Benelux **importing distributor for natural gas fired heating equipment, supplies for domestic and light commercial use** March 5 via New York for three weeks. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York, Towson, Md., Greenfield and Springfield, Mass., Mount Vernon and Buffalo, N.Y., Erie, Pa., Cleveland, Chicago, Salem and Indianapolis, Ind., New York.

SPANISH PORT CONSIDERED

Long-term studies are underway on several independent projects in Spanish Sahara. Among these are the possible **construction of a port** to the south of El Aaiun. Sources indicate however that actual construction is in the distant future. Contact: Mining and Geological Services, Directorate General of African Cities and Provinces, Government of Spain, Madrid.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

010 Commercial Farms

ISRAEL—White haricot beans, Great Northern variety. Requests quotations fas U.S. ports, samples, delivery terms. Ernest Pollak, (manufacturer's agent), 123 Allenby Rd., P.O. Box 2359, Tel Aviv. WTD 3/22/62.

012 Fruit, Tree Nut, Vegetable Farms

PHILIPPINES—Fresh fruits including grapes, apples. Keyser Mercantile Co., Inc., (importer, wholesaler, retailer, indentor), 731 R. Hidalgo, Bx 3535, Manila. WTD 1/17/64.

019 Commercial Farms

PHILIPPINES—Garden seeds. Seed Corp. of the Philippines, (importer, wholesaler, retailer, manufacturer), 327 Quezon Blvd. Ext., Quezon City. WTD 1/11/64.

193 Tanks, Tank Components

AUSTRALIA—Off-highway vehicles for defense. Mr. J. Marsh, Project Manager Blacklock Industries Pty., Ltd., P.O. Box 77, Lane Cove, N.S.W.

201 Meat Products

PHILIPPINES—Frozen beef. Keyser Mercantile Co., Inc., (importer, wholesaler, retailer, indentor), 731 R. Hidalgo, Bx 3535, Manila. WTD 1/17/64.

204 Grain Mill Products

IRAQ—Wheat. Rouben Y. Zelouf; (commission agent), P.O. Box 14, Shakarchi Bldg., Safafir St., Baghdad. WTD 4/13/62.

207 Confectionery

PHILIPPINES—Confectionery. Keyser Mercantile Co., Inc., (importer, wholesaler, retailer, indentor), 731 R. Hidalgo, Bx 3535, Manila. WTD 1/17/64.

208 Beverage Industries

PHILIPPINES—Whiskey, wines, beverages. Keyser Mercantile Co., Inc., (importer, wholesaler, retailer, indentor), 731 R. Hidalgo, Bx 3535, Manila. WTD 1/17/64.

220 Textile Mill Products

ITALY—Artificial, synthetic raw textile material such as tow, flocks, laps, waste materials; cotton waste, overlocks. Rag. Pier Giorgio Viotto, (agent), via Piemonte, 17, Biella (Vercelli).

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Childrens' cotton dress fabrics; women's dress fabrics; mens' shirtings. Medium and good qualities. Samples to be attractively mounted. Prices to be quoted fob shipping port; requests replies from manufacturers only, or their sole export house. Mill Agents S.A., (Pty.), Ltd., (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 6/14/63.

225 Knitting Mills, Products

FRANCE—Knit outerwear, underwear of cotton, worsted, or wool, such as: sweaters, cardigans, shirts, classic articles, for men, women, children. Medium-priced goods of good quality. Agency, and distributorship for France or section thereof. Jean Fournier, (sales agent, distributor), 9 rue Cruche d'Or, Limoges, Haute-Vienne. WTD 7/3/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated dwellings, wood; precut town and country houses or residences, permanent types, small and medium-size units. Also prefabricated construction elements, wood, such as movable partition walls; wood panels, and other construction units, preferably of new types, which may be quickly assembled or dismounted. Direct agency. Requests replies from manufacturers only, in French. Pierre Garcie, (sales agent), Villa Igutkitan, Allées, Paulmy, Bayonne, Basses-Pyrénées. WTD 1/22/64.

266 Building Paper, Building Board Mills

GERMANY—Insulated roofing. Bero & Zander, (sales agent), 13 Klettenbergstrasse, 6 Frankfurt am Main.

273 Books

NEW ZEALAND—All kinds of children's books. Mr. R. W. Alding, Managing Director, West End Bookshop, Ltd., (importer, retailer, wholesaler, dealer), P.O. Box 451, Rotorua. WTD 1/15/64.

281 Industrial Chemicals

FRANCE—Anti-oxidation products. S.A. Sturge, (manufacturer, importer, dealer), 10 rue Perrée, Paris 3e.

282 Synthetic Materials

GERMANY—Plastic sheets for the manufacture of furnitures. Bero & Zander, (sales agent), 13 Klettenbergstrasse, 6 Frankfurt am Main.

Cellulose and synthetic resins to be used as packing material. Agency for Hesse, Lower Saxony, Westphalia. Chemopack Junghans K.G., (wholesaler), 4 Brasseksbergstrasse, 35 Kassel-Wilhelmshoehe. WTD 1/20/64.

Laminated, other plastic film for packaging purposes. Lorentzen & Sievers, (sales agent), Plan 5, Foelsch Block A, Hamburg 1.

Cellophane for packaging purposes. Lorentzen & Sievers, Plan 5, Foelsch Block A, Hamburg 1.

283 Drugs

AUSTRALIA—Pharmaceutical products for use in hospitals and for sale in retail drug stores. Mr. E.R. Paulson, Director, Edwards Laboratories, (Aust.), Pty., Ltd., P.O. Box 27, Rydalmere, N.S.W.

Veterinary chemicals, remedies, particularly anthelmintics for sheep, cattle; pet products. Mr. E.R. Paulson, Director, Edwards Laboratories, (Aust.), Pty., Ltd., P.O. Box 27, Rydalmere, N.S.W.

ITALY—Drugs, pharmaceutical, medicinal specialties. Farnova-Istituto Biochimico S.p.A., (manufacturer), via Massaia, 1, Novara.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Paints for construction industry. Georg Mueller, (wholesaler, sales agent), 7921 Itzelberg, Kreis Heidenheim/Brenz. WTD 1/18/62.

287 Agricultural Chemicals

AUSTRALIA—Agricultural chemicals and specialty fertilizers, stock foods, supplements, concentrates. Mr. E.R. Paulsen, Director, Edwards Laboratories, (Aust.), Pty., Ltd., P.O. Box 27, Rydalmere, N.S.W.

NEPAL—Insecticides and fungicides—insecticides, fungicides, fumicides, pesticides, spraying and other equipment. Nepal Poultry, Livestock & Agricultural Farm, (Pvt.), Ltd., Babar Mahal, Kathmandu.

PHILIPPINES—Agricultural insecticides. Seed Corp. of the Philippines, (importer, wholesaler, retailer, manufacturer), 327 Quezon Blvd. Ext., Quezon City. WTD 1/11/64.

295 Paving, Roofing Materials

GERMANY—Roof coatings, asphalt, tar. Bero & Zander, 13 Klettenbergstrasse, 6 Frankfurt am Main.

Roofing materials, wall and ceiling panels. Georg Mueller, (wholesaler, sale agent), 7921 Itzelberg, Kreis Heidenheim/Brenz. WTD 1/18/62.

307 Plastics Products

BELGIUM—Urethane foam for laminating textile fabrics. Ets. I. Stolz. 24 rue de l'Autonomie, Brussels. WTD 10/15/63.

Urethane foam for laminating textile fabrics. Etablissements Tob, 51 rue de Suède, Brussels. WTD 7/18/63.

GERMANY—Floor covering—PVC, vinyl asbestos or linoleum. Bero & Zander, (sales agent), 13 Klettenbergstrasse, 6 Frankfurt am Main.

322 Glass, Glassware

SOUTH AFRICA—Babies' feeding bottles; requests replies from manufacturers only. Mill Agents S.A., (Pty.), Ltd., P.O. Box 3161, Cape Town. WTD 6/14/63.

327 Concrete, Gypsum, Plaster Products

AUSTRALIA—New industrial processes involving building materials, synthetic materials. Blacklock Industries, Pty., Ltd., P.O. box 77, Lane Cove, N.S.W., Mr. J. Marsh, Project Manager.

331 Steel Mill Products

BELGIUM—Blast furnace, electrometallurgical ferroalloys. J. H. Cobbaut, (importer, agent), 6 rue des Ateliers, Charleroi. WTD 10/9/63.

342 Cutlery, Hand Tools, General Hardware

PHILIPPINES—Builders' hardware. Exclusive agency. Requests replies from manufacturers only. Philippine American Import Co.,

(indentor), 212 Samanillo Bldg., Escolta St., Bx 366, Manila.

Farm tools, equipment; garden tools. Seed Corp. of the Philippines, (importer, wholesaler, retailer, manufacturer), 327 Quezon Blvd. Ext., Quezon City. WTD 1/11/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Heating systems. Aga N.V., (importing distributor), 104 Prins Mauritslaan, The Hague.

PHILIPPINES—Boilers. A & G Corp., (importer, wholesaler, retailer, indentor, manufacturer), Z-24 Zamora Bldg., Manila Hotel Compound, Manila. WTD 8/17/62.

344 Fabricated Structural Metal

NETHERLANDS ANTILLES—Aluminum roofing and siding, all types; sheet roof deck, formed steel. Bonaire Trading Co., Ltd., (importer, retailer, agent), Kralendijk, Bonaire. WTD 1/20/64.

350 Machinery

MOZAMBIQUE—Agricultural, industrial machinery. Tecnica Industrial, Lda., (importer, retailer, agent), rua Consiglieri Pedroso, 116-120, or P.O. Box 1621, Lourenco Marques.

352 Farm Machinery

MOROCCO—Farm machinery. Etablissements Tawfik S.A., (importer), 34 Ave. du Chellah, Rabat. WTD 1/27/64.

NEPAL—Poultry farm equipment. Nepal Poultry, Livestock & Agricultural Farm, (Pvt.) Ltd., (poultry farming), Babar Mahal, Kathmandu.

TURKEY—Cotton pickers. Bormak, (Attn: Mr. Ali Alkan), (importer, contractor, wholesaler), 76 Gazi Bulv., Izmir.

353 Construction Machinery

PHILIPPINES—Elevators. A & G Corp. (importer, wholesaler, retailer, indentor, manufacturer), Z-24 Zamora Bldg., Manila Hotel Compound, Manila. WTD 8/17/62.

357 Office Computing, Accounting Machines

AUSTRALIA—Analog or digital computer-like equipment of small modular type. Blacklock Industries, Pty., Ltd., P.O. Box 77, Lane Cove, N.S.W., Mr. J. Marsh, Project Manager.

358 Service Industry Machines

SOUTHERN RHODESIA—Laundry, dry-cleaning equipment, marking pencils, laundry chemicals. Importer and agent seeks sole agency. Laundry & Dry-Cleaning Machines, Inc., (importer, agent), Rhodesia, P.O. Box 2527, Salisbury. WTD 1/20/64.

361 Electric Transmission, Distribution Equipment

FRANCE—Electrical, gas, water meters. Compagnie des Computers, (manufacturer) 3 rue Dosne, Paris 16e. WTD 12/16/63.

362 Electrical Industrial Apparatus

BELGIUM—Industrial electrical products, all kinds, for power plants, factories. S. A. Teco, (exporter, manufacturer), 27-29 rue Servais Malaise, Bois-de-Breux. WTD 10/17/63.

364 Electric Lighting

CHILE—Mercury electric lamps. Omicron Industrias Electricas Sociedad Limitada, Libertad 38, Casilla 4738, Santiago.

GERMANY—Special semi-incandescent lamps with positive and negative poles; special incandescent lamps, preferably subminiature types; special gas-discharge tubes for technical applications; ultraviolet radiators and sterilization lamps; infrared and ultrared radiators. Elektro-Roehren-Gesellschraft mbH. & Co., (manufacturer), Rudolf-Winkel-Strasse 2, P.O. box 403, Goettingen.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Automotive equipment. Karl-Heinz Kubald, 3051 Poggenhagen b. Hannover.

NETHERLANDS—Automotive equipment. Agar N. V., (importing distributor), 104 Prins Mauritslaan, The Hague.

PHILIPPINES—Light automobiles: small cars. Agricom Development Co., Inc. (manufacture, indentor) 233 San Rafael, Bx 283, Manila.

Automotive replacement parts: oil and compression type piston rings, ball bearings, asbestos brake linings; exclusive agency. Requests replies from manufacturers only. Philippine American Import Co., (indentor), 212 Samanillo Bldg., Escolta St., Bx 366, Manila.

372 Aircraft, Parts

TURKEY—Small passenger and payload helicopters. Yener Yilmaz, 62 Tarlabasi Caddesi, Beyoglu, Istanbul.

375 Motorcycles, Bicycles, Parts

PHILIPPINES—Collapsible portable scooters for travelers. Agricom Development Co., Inc. (manufacturer, indenter), 233 San Rafael, Bx 283, Manila.

381 Laboratory Apparatus

AUSTRALIA—Pathological, biological, scientific laboratory supplies, equipment. Mr. E. R. Paulsen, Director, Edwards Laboratories, (Aust.), Pty. Ltd., P.O. Box 27, Rydalmere.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

CHILE—Parking meters. Omicron Industrias Electricas Sociedad Limitada, Libertad 38, Casilla 4738, Santiago. WTD 5/20/63.

FRANCE—Electrical, gas, water meters. Compagnie des Compteurs, (manufacturer), 3 rue Dosne, Paris, 16e. WTD 12/16/63.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Veterinary appliances and instruments; medical, surgical products for use in general, maternity, psychiatric, geriatric hospitals: instruments, equipment, consumable products. Mr. E. R. Paulson, Director, Edwards Laboratories, (Aust.) Pty., Ltd., P.O. Box 27, Rydalmere, N.S.W.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—Babies' rattles; requests replies from manufacturers only. Mill Agents, S.A. (Pty.) Ltd., P.O. Box 3161, Cape Town. WTD 6/14/63.

399 Manufacturing Industries

PHILIPPINES—Labor-saving novelty items. Agricom Development Co., Inc., (manufacturer, indentor), 233 San Rafael, Bx 283, Manila.

Leads for Importers

203 Canning, Preserving Foods

FRANCE—Processed, canned food products of good quality, such as shadroes, "cepes," artichoke bottoms, anchovies in oil. Packed in tin cans of standard sizes, types. Offered for wholesale exportation direct or through agents. Francal, S.A., Courrejean, par Villenave-d'Ornon, Gironde.

PERU—Company wishes to export canned bonito fish (flake or solid pack), canned sardines, in brine or tomato sauce. 1200 cases flake bonito, 2000 cases solid pack bonito, 800 cases sardines now in stock. Future production on demand, up to 500 cases per week. SICA (Sociedad Industrias Conservas Alimenticias), Huacho.

227 Floor Covering Mills, Products

NEPAL—Woolen carpets, hand woven, various sizes, designs. M K Corp., POB 188, Kathmandu. Samples will be sent to U.S. inquirers upon request.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—French perfume "Parfum Couture," sold under the trade name of "Charme de Paris" in standard or fancy glass bottles (net content 1 oz. ea.). Patented product reportedly of exquisite fragrance, high quality, offered for wholesale exportation at attractive prices, direct to U.S. importers and wholesalers or, preferably, through well-established and active sales agents. Parfumerie Peyronnet, 12 Impasse Archambaud, Talence, Gironde. Price lists and photographs of bottles will be sent to U.S. inquirers upon request. WTD 1/29/64.

Manufacturer of shoe polish, allied leather cleaning, maintenance products, floor wax, furniture polish of good quality wants to sell through U.S. firms dealing in related lines which may be interested in an exchange of sales services in respective countries. Societe "L'Ebene," (Etablissements Mazelaygue), 91 rue Camille Godard, Bordeaux, Gironde. WTD 7/11/63.

358 Service Industry Machines

SWEDEN—Cigarette, other merchandising machines. AB Iwan Omfors Fabriker, Palmgatan 15-16, Malmo. WTD 1/17/64.

366 Communication Equipment

FRANCE—Amplifiers (microphone and transistorized; portable and others) for indoor or open-air use; also preamplifiers. Power intercommunication units or systems for offices, factories, warehouses, marine, other uses; related broadcast, sound-control equipment. Direct sales preferred. Etablissements Paul Bouyer & Cie., Route de Paris, Montauban, Tarn-et-Garonne. WTD 1/27/64.

367 Electronic Components, Accessories

FRANCE—Microphones, accessories, includ-

ing connectors, transformers, stands (response curve from 150 to 15,000 hz; from 200 to 8,000 hz; from 1,000 to 10,000 hz; impedence 10 ohms, 200 ohms, depending on type of instrument). Also loudspeakers, baffles, accessories, stentor column speakers, electro-acoustical, sound control equipment. Direct sales preferred. Etablissements Paul Bouyer & Cie., Route de Paris, Montaubau, Tarn-et-Garonne. WTD 1/27/64.

384 Surgical, Medical, Dental Instruments

PAKISTAN—Stainless steel instruments, scissors, appliances. Phillips & Jones, Phillips St., Sialkot City. WTD 12/4/63.

391 Jewelry, Silverware, Plated Ware

PAKISTAN—Gold- and silver-embroidered badges and regalis; also stainless steel cutlery goods, holloware hospital equipment. Phillips & Jones, Phillips St., Sialkot City. WTD 12/4/63.

399 Manufacturing Industries

GERMANY—Chalices, ciboria, incense barrels, monstrances, crosses, ecclesiastical candlesticks, tabernacles, other church goods. Carl Lipp O.H.G., Kirchliche Geraete, 707 Schwaebisch Gmuend, Bahnhofstrasse 14/2. WTD 4/23/62.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

CANADA—($100.=US$92.50). The B.C. Government intends to construct a $12-14 million skyscraper building in down-town Vancouver to house the recently proposed Bank of British Columbia. The building would also house other B.C. Government departments as well as provide additional courthouse facilities.

The proposed site for the new building is owned by the City of Vancouver and officials have drawn up prospective plans which include a **20-story building** and a separate **6-story courthouse.** Contact: British Columbia Government, Vancouver, Canada.

GREECE—(30 Drachma=US$1.00). It is reported that the Piraeus Port Authority will issue tenders through 1964 for the following items: **1 floating dock; 3 tug-boats; 1 floating crane; lighting fixtures and supplies; 1 water tender; diesel engines; 1 special fire-fighting boat; lifts; two gasoline engines** and other miscellaneous **machinery** and **equipment.** The total of these projected purchases amounts to $2,387,000. Tender announcements will be published in forthcoming issues of INTERNATIONAL COMMERCE. Contact: Piraeus Port Authority, Athens, Greece.

JAMAICA—(1L=US$2.80). It has been announced that an agreement between the Government and the Caribbean Steel Company, Ltd., regarding the construction of a L900,000 **steel mill** which will use scrap to produce reinforcing bars, has been signed.

The mill, due for completion within 12 months, will use mostly scrap obtained locally with the balance to be imported duty free. It is to have an annual ingot capacity of 30,000 tons, and a rolling mill capacity of 18,000 tons of finished product per year on a one shift basis. Contact: Ministry of Trade & Industry, Kingston, Jamaica.

JORDAN—(1 Dinar=US$2.80). The Council of Ministers have issued a decree imposing certain duties and fees with the proceeds earmarked for the Hussein Sports Stadium. The Stadium Committee envisages an **Olympic-type stadium** to be located on the edge of Amman. Contact: The Hussein Sports Stadium Committee, Amman, Jordan.

LIBERIA—(L$1.00=US$1.00). The Government of Liberia will be undertaking construction of two **road projects** and the purchase of **highway mantenance equipment.** This undertaking will be backed by financing made available by the International Bank for Reconstruction and Development.

It is reported that the bids on the road construction projects will be invited in 3 to 4 months and the tender for approx. $1 million of equipment will be invited around the end of February. The general specifications call for the construction of one **asphalt surfaced road** extending 38 miles from the outskirts of Monforvia to Robertsfield, and a laterite road extending approx. 50 miles from Kle in the Bomi Hills and to Pujehun near the border between Liberia and Sierra Leone.

The Department of Commerce has been advised by the Liberian Department of State that tenders will be made available to permit publication of announcements in forthcoming issues of INTERNATIONAL COMMERCE. Contact: J. G. White Engineering Corporation, 80 Broad Street, New York City, N.Y.

NICARAGUA—(100 Cordoba=US$14.28). A study is being undertaken to decide whether to construct a one million dollar, **100-bed hotel** in or near Managua, Nicaragua. The survey is part of an Alliance for Progress program to encourage private enterprise. Contact: Agency for International Development, Washington, D.C.

NEW ZEALAND—(1L=US$2.78). With the appointment of McLelland & Partners and W.S. Atkins & Partners, both United Kingdom firms, as consulting engineers the planned **iron and steel industry** based on indigenous ironsands and other New Zealand resources should soon "get off the ground."

The project is being sponsored by the New Zealand Steel Investigating Company with the Battelle Memorial Institute of Columbus, Ohio serving as advisers to the Company and the consulting engineers.

It is expected that the consultants will make a comprehensive report in 6 months and will include detailed estimates of the capital costs, operating costs and estimated profitability. They will also prepare a general site layout, a schedule of contracts and a construction program.

U.S. suppliers interested in this project may contact the consulting engineers at their London office (1 Warwick Row, Westminster, London S.W.1) or at the W.S. Atkins office in Toronto (33 Price Street, Toronto 5, Ontario, Canada).

U.S. businessmen interested in financial participation may communicate with the New Zealand Steel Investigating Company, Wellington, New Zealand.

PAKISTAN—(100 Rupee=US$21.00). The West Pakistan Water & Power Development Authority is undertaking the construction of a number of large canals in West Pakistan. The canals which form a part of the works embodied in the Indus Basin Settlement Plan will have a total length of about 390 miles and involve approx. 345 million cubic yards of **excavation** as well as the construction of several hundred **bridges** and other **canal structures.**

The work has been divided into 8 individual projects, and the first 3 are under construction. Previously prequalified contractors have submitted tenders for the fourth canal and will be invited to tender for the fifth canal early this year.

The Authority plans to call for tenders for the construction of phase VI and VII in the spring and summer respectively. Only contractors who have been prequalified by the Authority will be invited to submit tenders. For this purpose, contractors who wish their names to be included on a list to receive the documents for prequalification are requested to submit the following information on or before March 1, to the Authority's Consultants, Tipton and Kalmbach, Inc., Post Office Box 589, Lahore, West Pakistan, with a copy sent to their office at 831 Fourteenth Street, Denver 2, Colorado: 1) Name of Company or firms giving full address; 2) Name and title of person to whom future correspondence should be directed; 3) Whether interested in Phase VI, Phase VII only, or both. Because of the length of the descriptions of the Phase VI and VII projects, detailed particulars have not been included in this report. A copy of the advance notice including a full description of the 2 projects is available from BDSA's Trade Opportunities Staff (BDSA 111), Washington, D.C. 20230*.

Contractors will be furnished with a document describing the work and setting forth information required from them by the Authority in order to evaluate their qualifications for undertaking the proposed canal construction.

REPUBLIC OF SOUTH AFRICA—(1 Rand =US$1.40). The construction of a **30 mile thruway** to link the ring-road systems of Pretoria and Johannesburg is to be opened shortly to international bidding.

The $16 million project is expected to be completed by 1967 and tenders for its construction will be issued in 4 parts, the first part to be published at the end of March. It is reported that overseas bids will be welcomed but that the successful bidder will probably have to incorporate in South Africa.

The highway will be similar to limited-access freeways in the U.S. with cloverleaf and diamond traffic interchanges at intervals. A continuous center island will separate the 2-lane (in each direction) highway. Right-of-way and grading are planned to permit future expansion to three traffic lanes when traffic warrants.

Notice of this tender will be published in a future issue of INTERNATIONAL COMMERCE. Contact: Department of Transport, Pretoria, Republic of South Africa.

New Books and Reports

***The 1964 World Trade Data Yearbook.* Compiled by the International Trade Review and published by Dun and Bradstreet. New York, 1964. $5.**

A handbook of information on world markets and foreign trade, surveying overseas credit terms, collection procedures, overseas buying agencies, international advertising agencies, loss prevention recommendations and postal rules and rates.

Features range from "Names Behind the Initials"—and identification of international agencies and associations—to advice on such problems as sources of free help in planning foreign investments, international media, conversion factors, U.S. banks active in world trade, and extending credit in international trade.

The Yearbook is available through Dun & Bradstreet's headquarters office, 99 Church Street, New York, N.Y. 10008.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963 and 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Market Indicators for Europe. OBR 63-133. 32pp. Contains selected basic data useful in the analysis of Western Europe as a market for U.S. exports. Statistics on population, production, trade, finance, and related subjects are shown for each of 20 European countries. The 31 tables provide the latest comparable annual or year-end figures obtainable from international sources. Most tables include corresponding U.S. data for reference purposes. Tables of particular interest list private consumption expenditures; direction of foreign trade; imports by commodity groups; U.S. investments, and earnings therefrom.

Basic Data on the Economy of El Salvador. OBR 63-145. 23pp. Describes the structure of El Salvador's economy, Government industrial and investment policies, manufacturing, the financial system, commercial policy, foreign trade (with particular emphasis on trade with the U.S. and the Central American Common Market), and economic development program. 15 tables supplement the text.

Basic Data on the Economy of Kuwait. OBR 63-146. 5pp. Outlines Kuwait's economic structure, attitude regarding private investment, development programs, exports, imports and conditions of trade.

Basic Data on the Economy of Uruguay. OBR 63-148. 8pp. Lists the same general types of information as described in OBR's 63-145 and 63-146, above.

U.S. Foreign Trade, January-September 1963. OBR 64-2. 12pp. Contains 10 tables listing the volume, value, direction and commodity composition of U.S. trade during the first 9 months of 1963.

***Aluminum Factbook.* Published by the U.S. Department of Commerce. Washington, 1964. 50 cents.**

A world statistical study on aluminum prepared by the Business and Defense Services Administration to serve as a marketing guide for the U.S. aluminum industry.

Containing tables that go back to 1939 in some instances, and that carry through to 1961-62, the data in the Factbook show long-range growth trends in the aluminum industry. Included are statistics on world capacity, world production, world trade, and shipments in various countries by major end uses.

A major part gives details on trade for 39 countries, showing for each imports and exports of individual product categories. For the U.S., data are included on industry structure, capacity, production, supply, shipments, imports and exports, labor and prices.

The Aluminum Factbook may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***French Trade Directory.* Published by the Franc-Dollar Committee and the French Foreign Trade Center. Washington, 1964. 480 pp. $6.**

The French Trade Directory contains listings of more than 3,000 French manufacturers and exporters, as well as U.S. importers, representatives and firms otherwise active in Franco-American trade. In addition to product and company listings, the Directory covers rules and regulations governing French exports, payment terms, shipping facilities, mail and travel information and other data useful in doing business with France.

Also included are lists of French official representatives in the U.S., basic economic data, export statistics and a survey of French industries.

The French Trade Directory is distributed in the U.S. by the Franc-Dollar Committee, 1001 Connecticut Ave., NW., Washington, D.C. 20036.

***Pulp and Paper Prospects in Western Europe.* Published for the Food and Agriculture Organization of the United Nations by Bayerischer Landwirtschaftsverlag, Munich. 1963. 456 pp. $9.**

This FAO study reviews Western Europe's production, net trade and apparent consumption of paper and pulp; estimates of future requirements of paper and board; development of paper and board capacities; the future balance of production and requirements of paper and board; estimated future requirements of papermaking fibers and dissolving pulp and the long- and short-term outlook for the pulp industry.

Copies can be ordered from Bayerischer Landwirtschaftsverlag, 8 Munich 13, Lothstrasse 29, Federal Republic of Germany. A mimeographed French edition will be available later in the year from the FAO's Rome headquarters at Viale delle Terme di Caracalla.

***Bibliography of Foreign Trade.* Published by the Foreign Trade Library, Philadelphia, 1964. Free.**

Composed of a listing of titles recently received at the library and a geographical listing (by country) of all materials received since 1950. Published 6 times a year.

Free copies may be requested from the Foreign Trade Library, Board of Trade and Conventions, 34th St. and Convention Ave., Philadelphia, Pa. 19104.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701960/32

Calendar *for international traders*

February

18—Monthly Dinner Meeting, Providence World Trade Club, Johnson's Hummocks, **Providence, R.I.**

18—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

18—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

18—Workshop on Foreign Insurance, **Kansas City, Mo.** Kansas City REEC, Commerce Field Office, International Trade Club, co-sponsors.

18—Monthly luncheon meeting, International Executives Association, "Top of the Fair," New York World's Fair, **New York, N.Y.**

18—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

18—"Little White House" Conference—**Kalamazoo, Mich.** Sponsor: Kalamazoo County Chamber of Commerce, Michigan Field office, Department of Commerce, Regional Export Expansion Council.

18—Aids To The Exporter, workshop, Robidoux Hotel, **St. Joseph, Mo.** Sponsor: Kansas City REEC, Kansas City Field Office, St. Joseph Chamber of Commerce.

18—"Do You Want to Export?", Workshop, Town House, **Kansas City, Kansas.** Sponsor: Kansas City REEC, Kansas City Field Office, Kansas City, Kansas Chamber of Commerce.

19—Twelfth Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** in cooperation with Regional Export Expansion Council.

19—Propeller Club luncheon, National Press Club, **Washington, D.C.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

19—"Profits in Exports" Conference—Industrial Fasteners Institute, Barbizon Plaza Hotel, **New York.** Sponsors: Industrial Fasteners Institute, New York Field Office, Department of Commerce.

19—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

19—First Annual Businessman's Institute on World Trade, Southern University, **New Orleans, La.** Sponsor: Southern University; Regional Export Expansion Council; New Orleans Field Office, Department of Commerce; Small Business Administration.

20—Monthly luncheon, World Trade Council, Chamber of Commerce of Greater Pittsburgh, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

20—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

20—Monthly dinner meeting, World Trade Club of Detroit. Pick-Fort Shelby Hotel, **Detroit, Mich.**

20—World Trade Association luncheon, 12 noon, Mid-Day Club, **Cleveland, Ohio.** Speakers: Dr. Arthur Denning, Commissioner for New South Wales in North America, and Stephen W. Kann, Editor, Industrial World. Subject: The Australian Market.

24—Importers Association of Chicago Traffic Club, Palmer House, **Chicago, Ill.**

24—Michiana World Trade Club, Wheelabrator Corp., **Mishawaka, Ind.**

24—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

25—Export Counseling Program. Co-sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, and REEC, **Pittsburgh, Pa.**

25—"Profits in Exports" Conference—Long Island University, **Brooklyn, N. Y.** Sponsors: Long Island University, New York Field Office, Department of Commerce, N.Y. Regional Export Expansion Council, Small Business Administration.

25—"Show You" in-office workshop for new exporters sponsor: St. Louis REEC, World Trade Club, Chamber of Commerce. St. Louis Field Office, **St. Louis, Mo.**

25—"How To Export," workshop. Town House, **Kansas City, Kansas.** Sponsor: Kansas City REEC, Kansas City Field Office, Kansas City, Kansas, Chamber of Commerce.

26—Plant Modernization Conference, **Cincinnati, Ohio.** Speaker: George Donat, Administrator, Business and Defense Services Administration.

26—Export Credit Insurance Workshop, Hotel King Cotton, **Memphis, Tenn.** Sponsor: Mid-South Exporters' Roundtable, Insurors of Memphis, Memphis Field Office.

27—Annual Past Presidents' Night, World Trade Club of St. Louis, Schneithorst Restaurant, **Ladue, Mo.** Speaker: Rev. John F. Bannon, S.J., St. Louis University. Report meeting on "St. Louis Target 100" project.

March

2—Monthly meeting, Houston World Trade Association, **Houston, Texas.** Hugh M. Hyde, President, Johnston International Publishing Corp., speaker.

2—International Marketing Workshop, 3:30 p.m. International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

2-3—27th Chicago World Trade Conference, La Salle Hotel, **Chicago, Ill.**; Sponsors: Chicago Association of Commerce and Industry and International Trade Club of Chicago.

3—Kentucky World Trade Conference, **Louisville, Ky.** Speaker: Daniel L. Goldy, National Export Expansion Co-ordinator.

3—"Financing Exports," workshop. Town House, **Kansas City, Kansas.** Sponsor: Kansas City REEC, Kansas City Field Office, Kansas City, Kansas Chamber of Commerce.

5—Monthly meeting, Milwaukee World Trade Club, Coach House Inn. 6 p.m., **Milwaukee, Wis.**

9—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

9—Monthly meeting of the International Trade Club of Chicago, La Salle Hotel, **Chicago, Ill.**

9—Export Training Course to run eight consecutive Mondays, sponsors: Rutgers University, Newark Extension Division; New York Regional Export Expansion Council; New York Field Office, Department of Commerce; New Jersey Department of Conservation and Economic Development. For further details, contact Rutgers, Newark Extension, 601 Broadway, **Newark, N.J.**

10—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

10-11—Executive seminar, De Paul University, **Chicago, Ill.** Theme: "Spain—A Market for U.S. Products". Speaker: Robert W. Hammerschlag, Office of International Regional Economics, BIC.

11—Export Educational Seminar. 6:20 to 8:20 p.m. Sponsor: Long Island University, New York Regional Export Expansion Council, Small Business Administration, and New York Field Office, Department of Commerce. For further details address inquiries to Professor Stucke, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.**

11—Seminar on "Finding Your Customer Abroad," 3:15 p.m.; International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

16—Foreign Trade Division meeting, 51st annual convention, National Association of Secondary Material Industries, Inc., Edgewater Beach Hotel, **Chicago, Ill.,** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

16—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

17—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

18—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

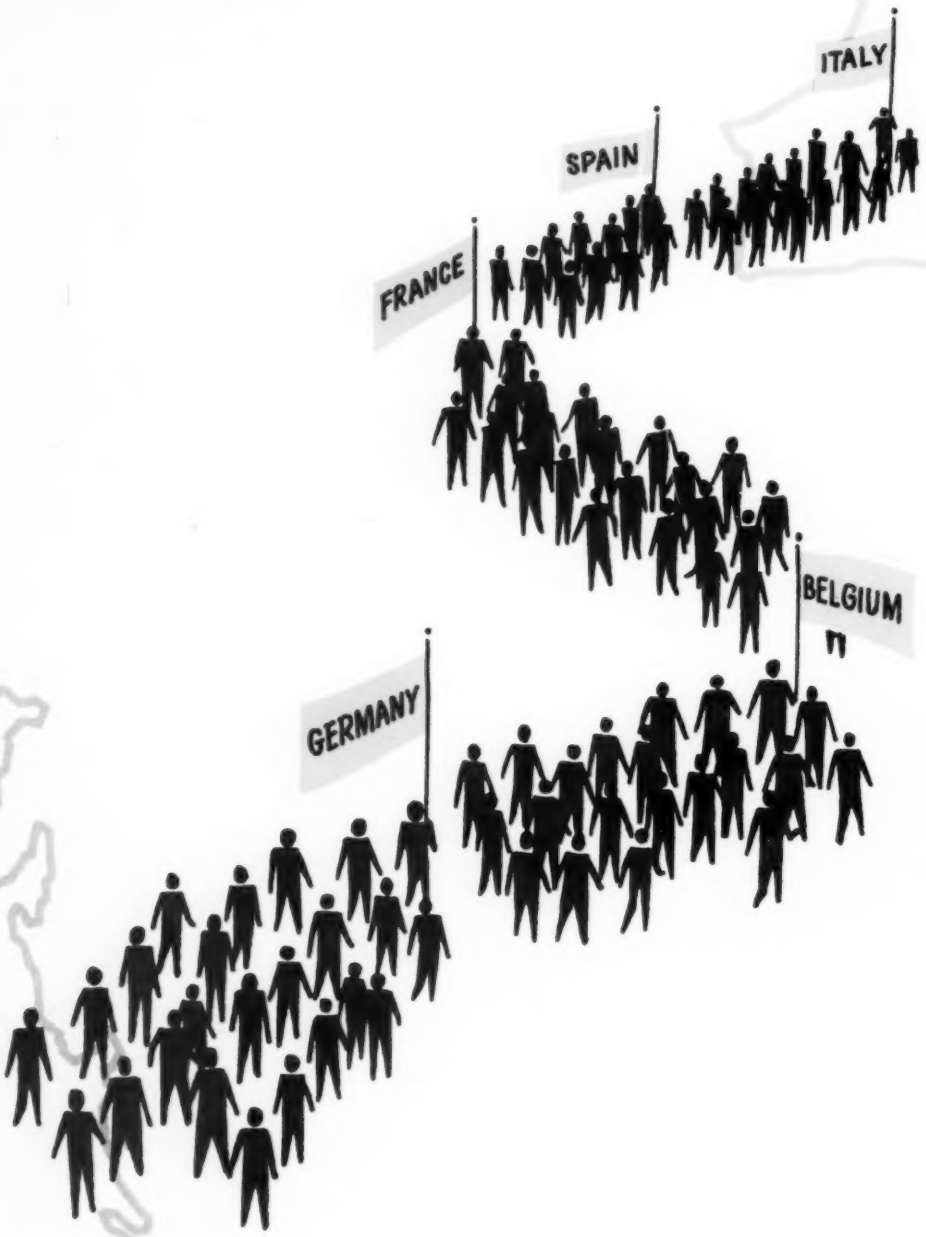
23—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail



TRADE MISSIONS

Bridge to world markets

U.S. DEPARTMENT OF COMMERCE Bureau of International Commerce